# Board of Trade Journal

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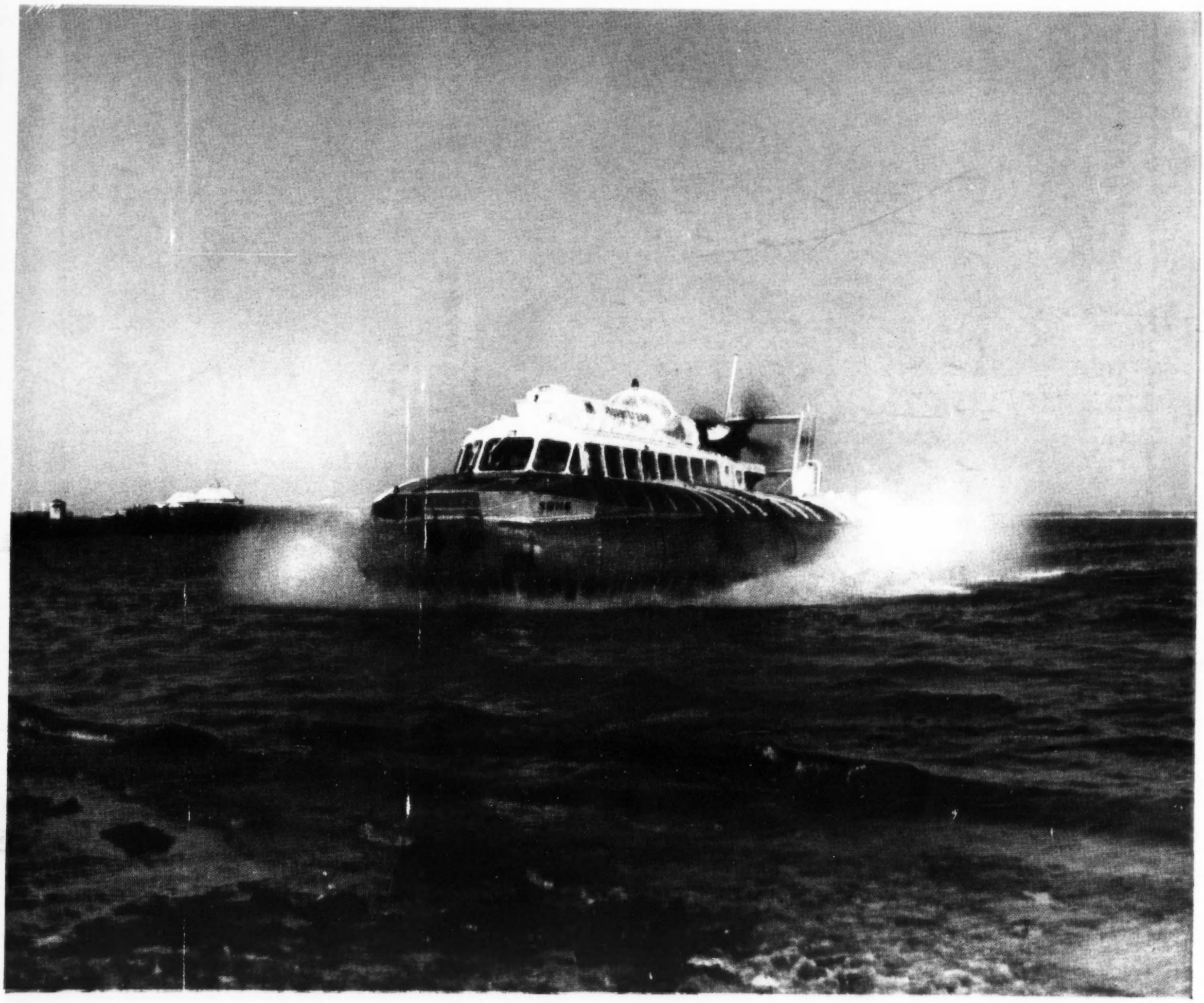

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Regional economic planning machinery . . . . 1343
Birthday Honours for services to export . . . . 1344
Minister of Labour's statement on seamen's strike . . . 1345
Seamen's dispute interim report of court of inquiry . . . 1345
Upward trend in exports when strike ends . . . . 1345
Prices and Incomes Bill . . . . . 1346
Scrap metal collection saved £200 m. imports last year . . 1346
Commonwealth trade ministers . . . . . 1347
Visit of Czech Deputy Prime Minister . . . . . 1347
'Market Germany' – Drive to increase British exports . . 1347
Berne Union AGM . . . . . 1347
ECGD in financial year 1965-66 . . . . . 1347
Directory of Board of Trade Departments . . . . . 1348
Reference to the Monopolies Commission supply of beer to licensed premises . . . . . 1348
Weights and Measures (Exemption) (Beer and Cider) Order 1966 1348
Monopolies report on electrical wiring harnesses for motor vehicles . . . . . 1348
Prevention of Fraud (Investments) Act, 1958 . . . . 1349
New copyright orders . . . . . 1349
Application for a reduction of the import duty on TDI 80 20 mixed isomers . . . . . 1349
Reactor export organization formed . . . . . 1349
EFTA trade in first quarter 1966 . . . . . 1350
Re-election of Mr. Thorkil Kristensen as Secretary-General of the OECD . . . . . 1350
Britain's 113,000 foreign visitors in March . . . . 1350
New Council of Industrial Design awards for 1967 . . . 1351
Origin of Goods (Republic of Ireland) Regulations 1966 . . 1351
NEDC appointment for Sir Donald Stokes . . . . 1351
Lancashire and Merseyside IDA report . . . . . 1351
New Books . . . . . 1353
Government surplus sales by auction . . . . . 1354

**STATISTICS**

The economy: selected indicators . . . . . 1356
United Kingdom trade in May . . . . . 1357
Sales by wholesale textile houses . . . . . 1358
Retailers stocks . . . . . 1358
International Trade Credit, 1963 and 1964 . . . . 1360
Wholesale Price Indices . . . . . 1364
Turnover of the catering trades, laundries and dry-cleaners and hairdressers in April . . . . . 1370
Registrations of British and foreign films . . . . 1371

**EXHIBITIONS AND FAIRS**

Hovershow 66—World's first Hovercraft exhibition at Gosport 1372
United States store buyer to visit Britain . . . . 1372
British stand the largest at Swiss screen printing exhibition . 1374
British trade centre in New York . . . . . 1374
Design display preview for British week in Lyons . . . 1374
Antiques at Grosvenor House . . . . . 1374

**OVERSEAS TRADE AND EXPORTS**

Information for Exporters . . . . . 1376
Export Tours . . . . . 1384
Export Orders . . . . . 1385

**TARIFF, CUSTOMS AND IMPORT REGULATIONS**

**Australia:** Revision of customs by-laws. Tariff Board inquiries . 1389
**Bahamas:** Decimal currency . . . . . 1395
**Belgo-Luxembourg Economic Union:** Import duty tariff quotas 1386
**Brazil:** Foreign exchange control . . . . . 1394
**Canada:** Value for duty on weighing machines. Preferential treatment of British goods . . . . . 1392
**Ceylon:** Broadcasting and Information Commission. Import licences . . . . . 1388
**Chile:** Amendments to import list . . . . . 1394
**Denmark:** Tariff amendment. Removal of import restrictions . 1387
**Dominican Republic:** Import duty on industrial and agricultural machinery . . . . . 1393
**European Economic Community:** Further translations of EEC Regulations. . . . . 1386
**Guyana and Surinam:** Commercial inquiries . . . . . 1394
**Hong Kong:** Customs tariff amended . . . . . 1389
**India:** Changes in import and export duties . . . . 1388
**Irish Republic:** Customs procedures . . . . . 1387
**New Zealand:** Customs tariff inquiry . . . . . 1391
**Peru:** Amendments to import tariff . . . . . 1395
**Singapore:** Import licensing . . . . . 1388
**Spain:** Customs tariff. Suspension of customs duties . . 1387
**Uganda:** Import licences . . . . . 1388
**USA:** Seat belts for use in motor vehicles. Seat belts in buses . 1392
**Venezuela:** Import licensing restrictions. Customs tariff . . 1394
**Zambia:** Suspension of duty. Import control . . . . 1387

**INDEX TO STATISTICS** . . . . . 1396


## *Front cover photograph*

Westland SRN6 high-performance, over water, passenger ferry hovercraft operated by Hovertravel Ltd., have already carried more than 200,000 passengers on the company's services between Ryde and Southsea, Ryde and Gosport and Southsea and Sandown. Powered by a Bristol Siddeley 'Marine Gnome' gas turbine engine, the SRN6 in this version carries 34 passengers at cruising speeds up to 56 knots on calm seas and can operate at reduced speeds over waves up to 5ft. high. (See page 1372 for details of first Hovershow, at Gosport, Hampshire).


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# *Regional economic planning machinery*

**By W. T. Rogers, Parliamentary Under-Secretary of State, Department of Economic Affairs**

**A number of committee networks set up by the Government are operating in various fields of major importance to trade and industry. This is the fourth and final article in a series which summarizes their work. An article on the National Economic Development Council by Sir Robert Shone, then director-general, was published on February 11, and one about the Ministry of Labour's industrial training boards by Mr. J. G. Stewart, under secretary, on March 4. An article on the Prices and Incomes Board by the Rt. Hon. Aubrey Jones, chairman, was published on April 8.**

THE AIM of regional economic planning is a full and balanced development of the country's resources to help achieve a faster and steadier expansion in national output. Regional policies seek to promote a more efficient pattern of economic growth and aim to speed up economic development in regions where it is lagging; to draw into productive use, in accordance with the National Plan, untapped labour reserves; and to ease congestion and strain on resources where they have become intense. An important factor in national and regional planning is the effect of the expected increase in the country's population on land use and services.

Looking at regional planning as part of national planning, problems within individual regions can be tackled in conformity with national objectives and supported by national policies in such a way as to accelerate the sound growth of each region as a whole.

### *The regional planning machinery*

The Government announcement that machinery was to be set up for comprehensive regional planning within the framework of a national economic plan was made in December 1964. The Department of Economic Affairs (DEA) had already been set up in October 1964 and given the overall responsibility for co-ordinating work on regional planning as well as for drawing up the national economic plan.

The United Kingdom is divided into eleven for economic planning purposes: Scotland, Northern Ireland and Wales, and eight English regions. (See map.)

In each English region and in Scotland and Wales there are two bodies, an Economic Planning Council and an Economic Planning Board, working very closely together.

Northern Ireland has an Economic Council whose chairman is the Minister of Commerce. The Northern Ireland Government is directly responsible to the Northern Ireland Parliament for regional development, including matters which come within the scope of Planning Boards elsewhere, but there is close consultation between the Northern Ireland and United Kingdom Governments.

### *The Economic Planning Councils*

The Economic Planning Councils are advisory bodies consisting of a chairman and members, serving part-time, who are appointed as individuals with a wide range of knowledge and experience of their regions. They are not appointed as delegates or representatives of particular interests. Each Council has about 25 members: about a third are from local government, one-third from industry, commerce and the trade unions, and the rest from the universities, Councils of Social Service, and other activities that contribute to the life of the regions. The appointment of the chairman and members of the Councils in England is the responsibility of the Secretary of State for Economic Affairs. In Scotland and Wales it is the concern of the Scottish and Welsh Secretaries of State respectively, and in these two instances the Council chairmen are Ministers.

The terms of reference of the Councils were announced by the First Secretary in the House of Commons on February 25, 1965.

They are:

(i) To assist in the formulation of a regional plan having regard to the best use of the region's resources.

(ii) To advise on the steps necessary for implementing the regional plan on the basis of information and assessments provided by the Economic Planning Board.

(iii) To advise on the regional implications of national economic policies.

(*Continued on next page*)

### *The Economic Planning Boards*

Each regional Planning Board consists of senior civil servants from the main Government Departments concerned with regional planning. In the English regions the chairmen are senior officials from the Department of Economic Affairs, and in Wales and Scotland from the Welsh and Scottish offices.

The task of the Boards is to provide machinery for co-ordinating regional planning work in the regions of the Government Departments. Their creation does not affect existing Ministerial responsibilities; nor does it supersede the departmental work done in regional offices but not concerned with regional planning, for example, export advice to local firms by the Board of Trade.

As far as possible the regional planning staff of most of the main Government Departments are housed in the same building, which aids efficient co-ordination. A joint Secretariat, serving both Council and Board, is also housed at each regional headquarters.

### *Close co-operation with local authorities*

The creation of the Boards does not conflict with the existing responsibilities of local authorities. Indeed, local authorities will be assisted by having a framework of regional objectives to provide a context for local plans.

In making regional studies the Boards consult local authorities, in conjunction with the Planning Councils, and are very conscious of the importance of close co-operation with the local planning authorities in the region if balanced development is to take place. This can, of course, only be achieved with the assistance of the local authorities having planning responsibilities. Several of the Economic Planning Councils have set up environmental committees with the idea of exploring, in co-operation with local authorities, the best use of available resources in the region.

### *Research and statistics*

Regional planning must be based on economic analysis backed up by proper regional statistics and research. As a step towards improving the availability and range of regional statistics, the Central Statistical Office prepared the first *Abstract of Regional Statistics* (published in September 1965, HMSO, 7s. 6d.). In addition, several special articles on regional statistics have been published in the *Ministry of Labour Gazette*. Measures to increase research on regional questions take two forms. The first is commissioning research. The National Institute of Economic and Social Research was commissioned by DEA in 1965 to carry out a major three-year research project on regional economic development. Some universities are already undertaking regional projects, and it is hoped to commission further ones. The second is building up research staffs within the Regional Board Secretariats. They will work closely with the regional research staff in other departments. Economic advisers and a statistician in the Economic Planning Division of DEA specialize in regional matters and are available to advise regional Boards and their staffs.

The rate at which the framework can be worked out clearly varies from region to region. The Economic Planning Councils have been established at different times over the past year: the first on March 1, 1965. In some regions preparatory work already done by inter-departmental study groups and other bodies provides a starting point on which further work by the Councils and Boards can be based*. In January this year a White Paper was published on the expansion of the Scottish Economy, 1965 to 1970 (Cmnd. 2864), which drew on the work of the Scottish Planning Council and Board. Many Councils have set up groups to study particular aspects of their regions or particular areas within the region. For example, the Welsh Council has set up a Mid-Wales Panel to promote the development of Mid-Wales.

### *A long-term framework*

The Government have started a special review to examine population trends, the pattern of settlement, and related factors up to the year 2000, and to report on possible areas suitable for large-scale development in the long term. This is being carried out by DEA in conjunction with other departments concerned. The purpose of the review will be to provide a basis on which alternative solutions can be considered for dealing with the large increase in population which is expected to occur between now and the end of the century.

*Two regional studies were published in 1965—*The West Midlands*, H.M.S.O. 12s. 6d. and *The North West*, H.M.S.O. 18s. 0d.

### *Broad objectives in each region*

One of the most important functions of the new planning machinery is the working out of a framework of broad objectives for each region, to form the basis on which the planning machinery advises the Government. This framework will indicate the main ways in which each region can contribute to the national objectives set out in the National Plan and the demands it is likely to make on the nation's resources. It will outline a general strategy for the economic development of the region, which will include proposals for building up new centres of economic and population growth, for ensuring that the build-up of jobs, houses and services keeps in step, and for controlling the pattern of development in places where this is needed to secure a better balance.

### *Advice on policies*

Arrangements have been made to associate the Planning Boards with the formulation of national policies which can significantly affect the regions. Council chairmen are kept in touch with the development of policy by their Board chairmen and through regular meetings with the First Secretary of State and other Ministers: they are thus able to bring to the Government's attention points of particular concern in their regions.

### *Greater emphasis on regional planning*

Last year the Government concentrated on the production of an economic plan for the country as a whole. This National Plan was published in September 1965. In carrying the Plan forward the Government are giving greater emphasis to the regional element in the national planning.

## *Birthday Honours for services to export*

IN THE Queen's Birthday Honours announced in the *London Gazette* on June 11, Mr. George Darling, Minister of State, Board of Trade was appointed a Privy Councillor and Sir William McFadzean, chairman of the British National Export Council, was awarded a life peerage. Under the citation 'for services to export' the following awards were announced:

| Honour | Name | Position |
|---|---|---|
| KBE | Charles Reginald Wheeler | Chairman, Associated Electrical Industries. |
| CBE | Ronald McLeod Fairfield | Deputy Chairman and Managing Director, British Insulated Callendar's Cables Ltd. |
| | Desmond Molins | Chairman and Managing Director, Molins Machine Co. Ltd. |
| | Arthur Gordon Norman, DFC and Bar | Chairman, The De La Rue Co. Ltd., Formerly joint Deputy Chairman, Export Council for Europe. |
| OBE | John Dalglish | Late Chairman and Managing Director, John Dalglish & Sons, Ltd. |
| | Philip Spencer | Managing Director, Neil & Spencer Ltd. |
| MBE | Oliver William Collins Gregory | Export Manager, Griffin & George Ltd. (Scientific Instruments). |
| | Moses Warnock | Managing Director, J. & T. Boyd Ltd., Glasgow. |
| | Arno Ludwig Heymann | Chairman and Managing Director Marida Hat Manufacturing Co. Ltd., Luton. |
| | Vernon Bentley Temple | Export Manager, Whitbread & Co. Ltd. |
| | Frederick Allan Batty | Director and Sales Manager, Head Wrightson Machine Co. Ltd. |
| | William Edward Lawman | Technical Sales Director, C. M. P. Glands Ltd. (Electrical Engineers). |
| | Alastair Crockatt | Joint Managing Director W. Crockatt & Son Ltd. |
| | Mrs. Diana Pollock | Editorial Executive, 'Ideal Home' magazine. |
| BEM | William Henderson Scott | Outside Foreman Electrical Engineer, Clarke Chapman & Co. Ltd. |
| | Charles Sydney Brown | Foreman Packing Department, Hilger & Watts, Camberwell, Factory. |

# Minister of Labour's statement on seamen's strike

MR. RAY GUNTER, Minister of Labour, speaking in the House of Commons on June 13, made the following statement on the seamen's dispute:

'The report of the Court of Inquiry on the immediate issue in the seamen's dispute was published on June 8. I am most grateful to Lord Pearson and his colleagues for doing this first stage of their work so quickly and thoroughly.

'The report proposed that a settlement should be reached on the following lines: a 48-hour week to be introduced now and a 40-hour week in a year's time, annual leave to be increased to 39 days, and the employers' offer of an increase of 12s. 6d. a month in efficiency pay to be withdrawn. The report also urged the two sides of the industry to co-operate in securing a cut of two hours in overtime over the next year as a first step in a longer term reduction of hours worked at sea. The Court estimates the cost of a settlement on these lines at a little under 5 per cent in the first year and 4½ per cent in the second year.

'Following publication of the report on June 8, I at once invited representatives of the shipowners and the union to see me later that day. The Executive Committee of the National Union of Seamen rejected the report in advance of the meeting with officials of the union and in my discussion with the officials they informed me that the Executive would consider nothing short of their full demands. The shipowners said that had the union been prepared to accept the report they would have done so.

'The Government's views were made clear in these discussions and in a statement the following day. We regard the proposals in the report as providing a fair settlement and we believe that acceptance of them by both sides of the industry would be in the interests of the seamen, the shipping industry and the nation.

'On June 9, the Finance and General Purposes Committee of the TUC discussed the position with the Executive Committee of the union and informed them that the TUC could not recommend an extension of the strike, and regretted very much that the General Council could not at this stage assist.

'There have since been further discussions between the TUC and the union and contacts are continuing. I understand that the Finance and General Purposes Committee is meeting at 5 p.m. today.

'I am keeping in close touch with all concerned.'

## *Seamen's dispute interim report of court of inquiry*

AN IMMEDIATE REDUCTION in hours of work to 48 a week and the introduction of a 40-hour week in a year's time are the two main recommendations of the interim report of the Court of Inquiry into the seamen's dispute (Cmd. 3025 HMSO, price 1s. 9d. net). If accepted the 40-hour week would be achieved in one year rather than in two as proposed in the owners' last offer.

The Court, under the chairmanship of Lord Pearson, proposes amendments to the employers' final offer. These are:

1. the 40-hour week at sea to be introduced in *two* stages:
   (48 hours now, 40 in a year's time) instead of *three,*
   (48 now, 44 in 1967 and 40 in 1968*.
2. leave to be increased from 36 to 39 days a year,
3. the offer of an increase of 12s. 6d. a month in efficiency pay after five years to be withdrawn.

The consolidated basic rate provided in the 1965 Agreement is to be retained. The new agreement, it is suggested, should cover a period of two years from the date it comes into operation unless there is some dramatic change in circumstances such as an extraordinary increase in the cost of living.

The Court takes the view that there is room for reduction in the hours worked at sea. At present, it is estimated, that about four-fifths of the seamen sail in foreign-going ships, where the average weekly hours worked is 66 and about one-fifth in home trade where the average weekly hours worked is 73.6. It is stated that 'by any standard these figures are high'. The Court conclude that it would be possible for the industry to make a contribution towards the cost of the introduction of the 40-hour week at sea both by reducing time on duty at sea at weekends and by reducing overtime-working on other days. They suggest that a saving of two hours' overtime a week over the next 12 months is well within the industry's capacity. Both sides of the industry should commit themselves to this task. The attainment of this target would reduce the total cost of introducing the 40-hour week at sea to a little under 5 per cent in the first year and about 4½ per cent in the second year – in total about 9½ per cent.

**Resolving the deadlock**

The report says there was now a complete deadlock between the parties, with both of them standing firmly in the positions which they have taken up. The owners had made their final offer and could not, consistently with what they had said, make any advance on it. The Executive Council had rejected the owners' final offer and were waiting for a further offer to follow it. There was no way out of the impasse unless some third party made proposals. It was common ground between the parties that the 40-hour week should be introduced and that the compensatory element which was included in the basic rate to compensate for Saturday and Sunday working at sea should be retained. The Court, therefore, concerned themselves principally with the outstanding question of timing, and felt that in the circumstances it was right for the Court to offer proposals which might resolve the deadlock.

The Court found certain elements and factors which had not been taken into consideration by the two sides, and these, they felt, could be used to make the owners' offer more acceptable without materially increasing the cost of it. The Court had taken soundings, both in private oral hearings, with representatives of both parties present, and in separate discussion with representatives of each party. The Court did not ask the parties to agree anything or accept anything, as they might not be able to do this without consultation with those whom they represented. But the Court had ascertained that the parties were not immovably fixed in their present positions which they had adopted, and that the proposals would be carefully considered.

* This would mean that an able seaman would receive overtime pay at the rate of 6s. an hour for hours in excess of 48 (40 in a year's time).

## *Prime Minister on ports congestion*

MR. HAROLD WILSON, the Prime Minister, told Parliament on June 14 that a day-to-day watch was being kept on the situation in individual ports, in some of which congestion was now beginning for the first time to become more serious.

Later in the day, it was announced that the seamen's negotiating committee had accepted an invitation to meet the Prime Minister on June 15.

## *Upward trend in exports when strike ends*

'WHEN THE SEAMEN'S STRIKE is over, I expect to see a resumption of the upward trend in exports,' Mr. James Callaghan, Chancellor of the Exchequer, said at a meeting in Great Yarmouth on June 12. 'I am already receiving very great co-operation from British firms in the voluntary programme to restrain overseas investment – a policy that I do not like but that has been forced upon us for the time being. So, in the long run, if we can make the prices and incomes policy work, we shall avoid unemployment, and we shall pay our way overseas.'

Referring, earlier in his speech, to factors which were making it more difficult to achieve the balance of payments, he said: 'Some of the factors are within our control and some are not. Those within our control are excessive wage settlements and unreasonable strikes. Do let us put an end to these self-inflicted wounds.

'Let me take the case of the seamen. They had a great deal of public sympathy: they have had a fair and impartial hearing: they have had an adjudication upon their claim. How do they think the present situation looks to people abroad? Everyone knows that the Government is trying to achieve balance in our payments and yet what they see is a body of men who, in the face of our present economic difficulties, are too impatient to wait even 12 months to get the 40 hour week. Yet the interim report of the Court of Inquiry provides for them to achieve this. So I say to the seamen: commonsense will reassert itself sooner or later, make it sooner and for Britain's sake accept the award now: get back to work and help in the task of getting Britain's exports moving again and of achieving the aim of getting out of overseas deficit.'

# Prices and Incomes Bill

MR. GEORGE BROWN, First Secretary of State, Department of Economic Affairs, spoke on June 8 to the conference of the National Association of Local Government Officers at Scarborough. In his speech, Mr. Brown referred to the Prices and Incomes Bill shortly to be re-introduced to Parliament. We publish below an extract from his speech.

'Part I of the Bill is designed to put the National Board for Prices and Incomes (NBPI) on a statutory basis, comparable to that of the Monopolies Commission. There are two reasons why this is desirable. First, NBPI has been set up in agreement with both sides of industry as a permanent institution, whereas a Royal Commission is more appropriate to a body appointed for a limited period. Secondly, the Board at present have no legal power to call witnesses or to require them to give evidence. In practice this has not created serious problems although there have been some difficulties. It is unfair to the rest of the community that an uncooperative organization should refuse to assist the Board. This part of the Bill also defines a wide range of cases which the Government may refer to the NBPI for examination. This covers prices and charges of all sort including, for example, professional fees and all forms of incomes. Dividends come into this category.

'The NBPI had made an excellent start on what is a highly skilled and delicate task, for which there were no precedents or ready made guide-lines and is making a considerable impact. I believe it has done a first-class job. Sixteen inquiries on a wide range of subjects are already completed, often at great speed: others are in the pipeline. Some reports are admittedly controversial but have helped to stimulate thought, discussion and action. Its recommendations have influenced decisions on prices and pay.

'The more controversial and quite separate Part II of the Bill give the Government power to require in particular cases and after special parliamentary action, notification of proposals to increase specified prices and of wage claims and settlements. It would also enable the Government to require that after a pay or price increase has been notified it should not be put into effect for a period (maximum of 30 days) while the Government considers whether to refer it to the Board or (if such a reference is made) for a further period (of three months) while the NBPI is carrying out its inquiry.

'Part II of the Bill is quite different in character from Part I. Part II provides for reserve powers which will never be activated if the voluntary arrangements work satisfactorily. This part of the Bill, before it comes into operation, requires an affirmative resolution by both Houses of Parliament, after special consultation with the CBI and the TUC. But even then there would have to be special and annual orders to maintain it and to apply it to particular cases. We seek by it to help those who are co-operating and prevent them being taken advantage of by others, to keep in line those who might otherwise be tempted to ignore the principles for price and income behaviour which have been agreed by the great majority to be in the interest of the nation and our advance to the achievement of the National Plan for growth and prosperity.

'There is nothing in the Bill which interferes with the essential voluntary principle on which the policy has been developed nor is there anything which prevents free collective bargaining or detracts from trade union activities of those who are representing their members in negotiations. There is no standstill on discussion of pay claims, as under the voluntary system; under the Bill we merely seek a time for reflection before settlements are implemented or before a proposed price increase can be made effective.

'One feature of the Bill which may cause anxiety is the provision for penalties for those who refuse to observe the provisions. There are safeguards, however, to ensure that legal proceedings will not be taken under the Bill lightly. No proceeding can be taken without the consent of the Attorney General; no individuals or organizations have anything to fear unless they set out deliberately to flout the law and to frustrate the policy.'

*Mr. Douglas Jay, President of the Board of Trade presents a cheque for £2,766 to two employees of Morganite Carbon Ltd. who were joint winners in what is believed to be the largest award made under an industrial suggestions scheme. The two winners, Mr. J. Ayres (centre) and Mr. R. Hurrell (right) devised a new method of attaching copper flexes to carbon brushes and the award represents half the savings made in the first year in which the suggestion was used.*

## *Scrap metal collection saved £200m imports last year*

'LAST YEAR 40 per cent of the copper used here, over a third of the aluminium, more than half of the lead, and about a quarter of the zinc consumed by our industries, was derived from scrap.

'If we had to import all these metals the extra cost on the imports bill would have been at least £200 million.' This was stated by Mr. George Darling, Minister of State, Board of Trade, at the annual luncheon of the National Association of Non-Ferrous Scrap Metal Merchants in London on June 8.

The Minister said that recovery and processing was a complex and highly organized industry. In Britain it was an essential industry – for, apart from some iron ore and tin, we had no metals among our few indigenous raw materials, and therefore the scarce metals which the Association's members provided was a valuable factor in the national economy.

After referring to the unsettled conditions in copper trading arising from supply problems, price fluctuations, and the temporary restrictions the Government had had to impose on copper exports, Mr. Darling said: 'For the more distant future, however, the outlook for the scrap industry seems encouraging. The demand for scrap metal of all kinds is likely to grow, and in the case of copper the planned extensions of refining capacity within the United Kingdom must inevitably lead to greater competition for available scrap supplies. If we are not to face a shortage of scrap the country will need to ensure that it achieves the maximum level of scrap recovery. The industry has shown itself to be resourceful and adaptable in the past: the Government is confident it will meet new challenges in the same way.

'I know there are some merchants who sometimes suggest that their interests carry less weight than those of other sections of the metal industries. This is not so. The Government wants to make sure that our import bill for non-ferrous metals is kept as low as possible, and this implies the best possible use of scrap within this country. Equally, the Government accepts that this objective can only be achieved if there is a healthy and vigorous scrap-recovery industry.'

**CATALOGUES OF GOVERNMENT PUBLICATIONS**

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## *Commonwealth trade ministers*

A MEETING of Trade Ministers of the Commonwealth opened at Marlborough House on Monday, June 13. The Conference was expected to last until Thursday, June 16.

Senior trade officials of Commonwealth countries have already met twice to discuss matters of common concern to the Commonwealth countries in international trade and to prepare for the discussions of Trade Ministers.

## *Visit of Czech Deputy Prime Minister*

HE MR. O. CERNIK, Deputy Prime Minister of Czechoslovakia, is paying a visit to the United Kingdom from June 14 to 22 at the invitation of Her Majesty's Government. He will be accompanied by Mr. V. Babacek, Deputy Minister for Foreign Trade, and by senior officials and other experts.

Mr. George Brown, the First Secretary of State, will be Mr. Cernik's official host. The main features of Mr. Cernik's programme include visits to British industrial installations and meetings with members of the Government. Mr. Cernik will have talks with Mr. Douglas Jay, President of the Board of Trade, on June 21.

## 'Market Germany' — Drive to increase British exports

IN LAST WEEK'S issue of the *Board of Trade Journal* an announcement was made about 'Market Germany', a campaign aimed at increasing British exports to Germany.

In a message in a 40-page supplement of the Board of Trade's *Export Service Bulletin* to mark the opening phase of the campaign, Mr. Douglas Jay, President, said:

'Although the Federal Republic is our largest market in Europe, and although her total imports continue to rise, we still supply only 4½ per cent of them. In spite of an apparent levelling off in the rate of economic growth in Germany, many profitable opportunities there remain largely unexploited. We could and should do better.'

The publication of this Supplement is the prelude to a six-week tour of Britain to be known as 'Market Germany', due to begin on October 3 next, by a team of six British Commercial Officers serving in Germany, who will discuss export prospects with firms manufacturing selected products. The Board of Trade Regional Controllers in England, Scotland and Wales (plus the Ministry of Commerce in Northern Ireland) will shortly be sending invitations to the heads of some 1,500 firms making these goods to meet one of the visiting commercial officers.

For five weeks commencing at the beginning of September next the *Board of Trade Journal* will carry a series of articles on marketing opportunities in Germany which will include 'First Steps in Entering the Market', 'West Berlin', and a review of the Offset Agreement by the British Embassy, Bonn.

## Berne Union AGM

THE 23RD Annual General Meeting of the Union d'Assureurs des Crédits Internationaux (Berne Union) was held in Athens from June 1 to 5 under the chairmanship of the president, Mr. Johs Aaroy, general manager of the Garanti-Instituttet for Exportkreditt, Oslo. Export credit insurance organizations from 19 countries attended the meeting and observers from the International Bank for Reconstruction and Development and the Interamerican Development Bank were also present.

The reports of the member organizations submitted to the meeting showed a considerable increase in the volume of insured turnover and credit insurance was shown to have contributed to a further expansion of exports of the member countries. The review of the economic situation of importing countries and close collaboration among members to resist demands for unreasonable terms of credit were two of the main subjects of discussion.

Mr. A. E. Percival, of the Export Credits Guarantee Department, was elected president, and Mr. K. G. Ronn of the Exportkreditraadit (Copenhagen) was elected vice-president of the Union for the coming year.

## ECGD in financial year 1965-66

THE FOLLOWING STATEMENT on the past financial year's trading result was issued on June 7 by the Secretary of the Export Credits Guarantee Department:

'The premium cuts averaging 15 per cent which were announced by the President of the Board of Trade on May 9 were made possible by a continuing rise in the volume and spread of ECGD business, and by sound trading results in the financial year just ended.

'Due mainly to increased claims payments, and also to the slight drop in premium income (despite increased turnover) resulting from last year's 10 per cent premium reductions, the cash balance on the year's "commercial" business was £5.8 million (provisional) compared with the unusually high figure of £8.2 million in the previous year. Although the cumulative notional balance rose to £60.6 million (provisional), liabilities also rose from £1,070 million to £1,230 million, and, considered in relation to liabilities, the notional balance fell slightly from 5.1 per cent to 4.9 per cent.

'Claims payments totalled £7.4 million (provisional) compared with £4.0 million, and although recoveries were £1.0 million up, to £5.7 million (provisional), claims net of recoveries were £2.4 million more than last year. Exchange difficulties in Egypt and Syria accounted for claims of roughly £2.1 million, and in Uruguay for £0.4 million; there were substantial insolvency or default claims in Argentina (£0.9 million), France (£0.5 million), Belgium (£0.4 million), Iran (£0.3 million) and Ghana (£0.2 million). For the third year running, claims in respect of the failure of private buyers (£4.4 million provisional) exceeding those due to exchange delays and other "government" risks.

'Business declared under the "national interest" account was slightly down, at £68.9 million (provisional) compared with £70.5 million in the previous year: some increase in the Financial Guarantee business now going forward being more than offset by a reduction in the traditional use of this account for "marginal" countries. In view of the growing strength of the commercial account the Advisory Council has been increasingly prepared to accept weaker markets in the general stride of whole turnover insurance, and as a result short-term business under the national interest account dropped from £7.9 million in the previous year to £0.9 million (provisional). The balance on the year was £2.0 million (provisional), well below last year's £5.9 million, the drop being largely accounted for by a fall in Financial Guarantee premiums received in the period from £4.8 million to £1.3 million (provisional). The cumulative balance (at present £18.1 million provisional) consists to an important degree of suspense-account money on Financial Guarantee risks which have scarcely begun to run. For this "national interest" business the cumulative balance is 4.3 per cent of liabilities. Although the slower run-off of liabilities for so much of this business might justify a higher figure, this is in fact lower than the percentage for "commercial" business.

'Despite the less buoyant position reflected by the commercial accounts, the Advisory Council considered the position sound and was able to recommend the recent premium cuts. These cuts are no doubt welcome to existing policyholders but are also expected to contribute to a further expansion of the Department's business and, by a wider spread of risk, to help maintain this sound position.

Last year the number of Comprehensive-type policies rose by a record 862 (compared with a rise of 668 in the previous year). This year we have a new factor; the Comprehensive-type guarantee to banks for shorter-term bill business. It is too early yet to judge the impact on our business of the new ancillary guarantees, particularly since the first offers were made (for practical reasons) to the larger policyholders, who may be the best-placed for financing exports in the established manner; but this new financial advantage associated with ECGD cover could well result in the acquisition of a good deal more new business during the coming year.

'Though the trend in recent years of rising claims in respect of buyer insolvencies continues, payments due to transfer and other "political" causes also rose considerably in the past year. The cushioning of the impact of economic difficulties on our accounts, through the operation of inter-governmental refinancing operations, though still present, was less marked.

'The atmosphere of uncertainty around a number of the leading world economies continues, but our facilities continue to be available for every market of substance with the exception of Rhodesia.'

ECGD FINANCIAL YEAR, *continued*

During the last year we reduced rates generally on 13 markets and raised rates on only four.

'We have strengthened the arrangements with other credit insurers for covering contracts which involve suppliers in more than one country. We now have formal reciprocal arrangements with ten countries for covering up to 30 per cent of the main contract in subcontracted goods from another country. In addition, where the subcontracted portion is too high for these arrangements to operate, or where the main contractor is in a country where we have no such arrangements, we are prepared to discuss with the other credit insurer means of providing cover on a special basis. Discussions in the Berne Union have shown that there is general readiness among insurers to devise collaboration procedures to meet exporter's needs in this type of situation.

'Despite the premium reductions and other improvements in our insurance cover, the emphasis last year was on the facilitating of export financing. Our insurance is now supplemented by a range of guarantees to banks ranging from 30-day bill business to the financing of the largest projects involving up to 15 years or so from contract.'

**Export Credits Guarantee Department Accounts**

| | 'Commercial' Insurance | | | | 'National Interest' Insurance | | | |
|---|---|---|---|---|---|---|---|---|
| | 1964-65 | | 1965-66 | | 1964-65 | | 1965-66 | |
| | £ million | | £ million | | £ million | | £ million | |
| *Income* | | | | | | | | |
| Premium | 7·0 | | 6·8 | | 5·7 | | 1·9 | |
| Recoveries | 4·7 | | 5·7 | | 0·5 | | 0·7 | |
| Interest | 2·8 | | 3·2 | | 0·6 | | 0·8 | |
| | | 14·5 | | 15·7 | | 6·8 | | 3·4 |
| *Expenditure* | | | | | | | | |
| Claims payments | 4·0 | | 7·4 | | 0·6 | | 1·2 | |
| Administration and services | 2·3 | | 2·5 | | 0·3 | | 0·2 | |
| | | 6·3 | | 9·9 | | 0·9 | | 1·4 |
| Revenue balance | | 8·2 | | 5·8 | | 5·9 | | 2·0 |
| Cumulative reserve at beginning of year | | 46·6 | | 54·8 | | 10·2 | | 16·1 |
| Cumulative reserve at end of year | | 54·8 | | 60·6 | | 16·1 | | 18·1 |

## Monopolies report on electrical wiring harnesses for motor vehicles

THE REPORT OF the Monopolies Commission on the supply of electrical wiring harnesses for motor vehicles was published on June 14. This was announced by Mr. Douglas Jay, President of the Board of Trade, in answer to a Parliamentary question on the same day. The Commission found that uneconomic prices were not quoted in this trade and that, therefore, no question as to the public interest arose. The President said that he accepted the Commission's conclusions.

Copies of the Report are available from HMSO bookshops or by post from HMSO, PO Box 569, London, S.E.1. Price 2s., by post 2s. 3d.

## The Weights and Measures (Exemption) (Beer and Cider) Order, 1966

THE BOARD OF TRADE have laid before Parliament for approval the draft Weights and Measures (Exemption) (Beer and Cider) Order 1966.

If approved the Order will amend Part VI of Schedule 4 to the Weights and Measures Act 1963, which provides that draught beer or cider shall be sold by retail for consumption on the premises of the seller only in a capacity measure (i.e., in effect, in a stamped mug or glass). The Exemption Order provides that under certain conditions this requirement would be set aside where the liquor is dispensed through a beer meter that has been tested and stamped under the Measuring Instruments (Intoxicating Liquor) Regulations 1965.

The main condition of the Exemption Order is that customers must be able to watch the liquor being discharged from the dispenser directly into the vessel in which it will be served.

Copies of the draft Order can be obtained from HMSO, 49 High Holborn, London, W.C.1. and branches (price 5d.), and by post (price 8d.), from HMSO, PO Box 569, London, S.E.1.

## Directory of Board of Trade Departments

THE FOLLOWING AMENDMENTS should be made to the Board of Trade Directory of Departments and their work, published in the May 27 issue of the *Board of Trade Journal.*

Page iii. The entries **Custodian of Enemy Property for Scotland** and **Custodian of Enemy Property for England** and **Custodian of Enemy Property for Ireland** should be deleted and the following inserted:

**Custodians of Enemy Property for England, For Scotland and for Northern Ireland,** 2 Bunhill Row, London, E.C.1.

Page iv.

Line 4 should read:
'Counties of Berks, Bucks, Middlesex, Oxford, Hants and Isle of Wight.'

Line 6 should read:
'W.C.2. and counties of Beds; Cambs, Huntingdon, Herts, Norfolk and Suffolk.'

Line 7 . . . Delete 'N. Middlesex.'

## Reference to the Monopolies Commission supply of beer to licensed premises

ANSWERING A PARLIAMENT QUESTION on June 14, Mr. Douglas Jay, the President of the Board of Trade, announced that he proposed to ask the Monopolies Commission to investigate the supply of beer to licensed premises. The intention of the reference is to permit a full inquiry into the tied house system.

The decision to make a reference to the Monopolies Commission does not prejudge the question of whether or not the matter to be investigated is contrary to the public interest. It is for the Commission to report on this, when they have established the facts.

**Notes:**

The Monopolies Commission was set up by the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, and was recently strengthened and reorganized under the Monopolies and Mergers Act, 1965.

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. The more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms, forming part of a group;

(ii) where several firms, who together supply one-third or more of the goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (provided that this is not merely because of a registrable agreement between them, which would bring the matter within the scope of the Restrictive Practices Act, 1956).

The exact terms of the reference will be published when they are sent to the Monopolies Commission. The firms concerned will have an opportunity to comment before the terms of the reference are settled.

The Monopolies Commission already have the following monopoly references before them:

(a) household detergents;
(b) cinema films;
(c) flat glass;
(d) rayon and other cellulosic fibres;
(e) aluminium semi-manufactures;
(f) electric lamps;
(g) infant milk foods;
(h) International Motor Insurance Cards.

**LETTERS TO THE EDITOR**

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

# Prevention of Fraud (Investments) Act, 1958

**Dealers in Securities**

THE FOLLOWING changes have taken place since January 31 in the list of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958. These particulars should therefore be amended accordingly in the 1966 edition of 'Particulars of Dealers in Securities and of Unit Trusts under the Prevention of Fraud (Investments) Act, 1958' published on June 10, 1966, by Her Majesty's Stationery Office.

**Licensed Dealers:**

Additions:

*Wakefield & Co.*
William George Wakefield.

J. F. Nash & Partners Ltd., Parkstile Chambers, Market Street, Kettering.

Deletions:

Ranelagh (Shares) Ltd., 40 Ranelagh Street, Liverpool, 1.

*Chisholm Brothers.*
Alexander John Chisholm.

Change of address:

Yeoman Assurance Co. Ltd., 52-53 Jermyn Street, London, S.W.1.

Finance for the West Ltd., 9 St. Augustines Parade, Bristol, 1.

Mounthall Securities Ltd., 16 Coleman Street, London, E.C.2.

G. Ross & Co. Ltd., 25 Harley Street, London, W.1.

Batehill Ltd., Sandicroft, Great Budworth, Near Northwich, Cheshire.

**Exempted Dealers:**

Additions:

*B. W. Blydenstein & Co.*
Arnoldus Johannes Van Asdonk.

*Ocean Trust Company.*
Sir Edward Beddington-Behrens, 99A Park Lane, London, W.1.

Deletions:

Ocean Trust Co. Ltd., 99A Park Lane, London, W.1.

Johannesburg Consolidated Investment Co. Ltd., 10-11 Austin Friars, London, E.C.2.

J. F. Thomasson & Co. Ltd., St. Alphage House, London Wall, London, E.C.2.

Change of address:

B. W. Blydenstein & Co., 13-14 Austin Friars, London, E.C.2.

The Reversionary Interest Society, 4 Coleman Street, London, E.C.2.

The Equitable Reversionary Interest Society, 4 Coleman Street, London, E.C.2.

The Equitable Life Assurance Society, 4 Coleman Street, London, E.C.2.

Amendment:

Page 53. Wolverhampton & District Trustee Savings Bank.
The address should read: '4-6 North Street, Wolverhampton, Staffs.'

# New copyright orders

ORDERS IN COUNCIL were recently made under the Copyright Act 1956 as follows:

*The Copyright (British Honduras) Order* 1966 (S.I. 1966 No. 685, price 10d., by post 1s. 1d.

This provides for the extension to British Honduras of the Copyright Act 1956 and Orders in Council made thereunder.

*The Copyright (International Conventions) (Amendment) Order* 1966 (S.I. 1966 No. 684, price 3d., by post 6d.).

This takes account of (a) the Malagasy Republic's adherence to the Berne Copyright Convention in its own right (it was formerly a party as a French Protectorate) and (b) the ratification by Yugoslavia of the Universal Copyright Convention.

Copies of the Orders may be obtained from HMSO, 49 High Holborn, London, W.C.1, or by post from HMSO, PO Box 569, London, S.E.1.

# *Merger of Commonwealth Relations Office and Colonial Office*

FOLLOWING the Prime Minister's statement in the House of Commons on May 10 on the merger of the Commonwealth Relations Office and the Colonial Office on August 1, Sir Hilton Poynton, GCMG, will retire from the Public Service and Sir Saville Garner, GCMG, will be Permanent Under-Secretary of State for the new Commonwealth Office.

## £7 MILLION LOAN TO MALAWI

*Mr. Anthony Greenwood (right,) Minister of Overseas Development, and Mr. J. Z. U. Tembo, Minister of Finance in the Malawi Government, signed and exchanged letters on June 6 setting out the terms and conditions under which the British Government is making a £7 million interest-free loan to the Malawi Government for development during the three-year period* 1966-68 *(announced in Parliament last December).*

# Application for a reduction of the import duty on TDI 80:20 mixed isomers

THE BOARD OF TRADE give notice that they are considering an application for a reduction of the 33⅓ per cent duty on TDI 80:20 mixed isomers, classified under tariff sub-heading 29.30 (C) and defined as 'di*iso*cyanatotoluene, mixed isomers, containing not less than 77 per cent and not more than 83 per cent by weight of 2:4-di*iso*cyanatotoluene' to 10 per cent.

A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than July 1, 1966.

# Reactor export organization formed

A NEW organization, the British Nuclear Export Executive, has been formed to promote the export of nuclear power stations of British design. The members are the United Kingdom Atomic Energy Authority and the three industrial consortia which design and build nuclear power stations: Atomic Power Constructions Ltd., The Nuclear Power Group Ltd. and the recently formed Nuclear Design and Construction Ltd., a joint company of English Electric, Babcock & Wilcox and Taylor-Woodrow.

The first chairman of the executive is Sir William Penney, K.B.E., F.R.S., and Mr. B. E. Eltham has been appointed director-general. The permanent headquarters of the executive will be at Dorland House, 14/16 Regent Street, London, S.W.1.

# EFTA trade in first quarter 1966

THE EUROPEAN Free Trade Association Secretariat in Geneva has announced that the total EFTA imports from all sources in the first quarter of 1966 were at a monthly average of $2,966 million, 9 per cent higher than in the same period in 1965, and exports were at a monthly average of $2,401 million, 10·4 per cent higher. Trade between the eight EFTA countries increased by some 9½ per cent. As mentioned below there have, however, been some extraordinary factors influencing the figures, which have not been adjusted for seasonal variations.

**Trade between the EFTA countries**

Intra-EFTA imports in January-March 1966 averaged $636 million monthly, an increase of 9·8 per cent over the same period in 1965. The development is very uneven, ranging from an increase of 24 per cent for Austria, to a virtually static position in the case of Finland. The reason for this unusual development in Finnish trade was the abnormally severe winter, with most Finnish harbours icebound for a long period.

Intra-EFTA exports in the first quarter averaged $595 million monthly, an increase of 9·3 per cent over the first quarter of 1965. There was a big variation, however, in national performance from increases of nearly 22 per cent for Switzerland and 19 per cent for the United Kingdom to a decrease of about 1 per cent for Sweden. The Finnish and Swedish figures were influenced by the extraordinary weather conditions, and the reduced exports of ships to Norway resulted in the drop of Danish and Swedish exports to that country.

**EFTA – EEC trade**

Compared with the first quarter of 1965, EFTA imports from the EEC increased by 8·5 per cent to a monthly average of $910 million in the first quarter of 1966. The United Kingdom (23·9 per cent) and Austria (18·2 per cent) showed a very large increase, and Norway, Sweden and Switzerland only small increases, whereas imports into Denmark, Finland and Portugal actually dropped.

EFTA exports to the EEC increased by over 11 per cent in the same period, to a monthly average of $646 million. The development was much more even than in the case of imports, the United Kingdom (up 18·7 per cent) and Denmark (14·6 per cent) achieved increases above the EFTA average but all the other countries also took part in the expansion of exports to the EEC, except Finland. In the case of Finland, the severe winter was again certainly the main reason.

**EFTA trade with the United States**

The dock strike in the United States in the spring of last year caused a fall in the first quarter 1965 in EFTA imports from the United States compared with the first quarter 1964 and only a small increase in EFTA exports. It is therefore not surprising that EFTA imports from the United States in the first quarter of 1966 showed an extraordinarily strong growth compared with those recorded in the same period last year and that a similar development took place for exports. Imports increased by 34·5 per cent to a monthly average of $309 million and exports by 37·7 per cent to a monthly average of $229 million.

**EFTA trade with the rest of the world**

EFTA imports from the rest of the world rose by 3·4 per cent over the first quarter of 1965 to a monthly average of $1,111 million. The United Kingdom, responsible for more than two-thirds of these imports, showed a somewhat slower growth, the biggest increases took place for Austria and Switzerland.

EFTA exports to the rest of the world increased by 5.4 per cent to a monthly average of $930 million. The biggest increases were recorded by Switzerland and Norway. Finnish exports actually dropped, again a result of the extraordinary ice situation in the Baltic this winter.

# EFTA Bulletin for May/June

THE ACTIVITIES of EFTA in agricultural trade and the different agricultural policies of several member countries are discussed by EFTA's Secretary-General in the May/June issue of the *EFTA Bulletin*. Also included is an analysis of the extent to which EFTA tariff reductions on Swiss imports have been taken advantage of by the exporters of other EFTA countries. This is the first comprehensive examination of this aspect of EFTA co-operation.

Copies of the *EFTA Bulletin* can be obtained free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2479/2480).

# *Re-election of Mr. Thorkil Kristensen as Secretary-General of the OECD*

THE COUNCIL of the Organization for Economic Co-operation and Development has re-elected Mr. Thorkil Kristensen as Secretary-General of the Organization with effect from September 30, 1966. Mr. Kristensen has held this post since the establishment of the Organization on September 30, 1961.

Mr. Kristensen, who is Danish, is 66 years old. Before coming to OECD he was well known both as economist and politician.

# Economic survey of Austria

'AUSTRIA' is the latest title in the 1965-66 series of economic surveys carried out by the Organization for Economic Co-operation and Development. The survey is available (price 5s., subscription price for the series £3 3s.) from Her Majesty's Stationery Office, PO Box 569, London, S.E.1. and branches.

# *Britain's 113,000 foreign visitors in March*

MORE THAN 113,000 foreign visitors came to Britain in March – a rise of 26,000 on the same month last year, reports the British Travel Association, Britain's official tourist organization. The March arrivals brought the total number of foreign visitors to Britain in the first three months of this year to 264,000 – an increase of 40,000 (18 per cent) on the same period of record-breaking 1965.

Visitors from European countries in March numbered over 77,000. This was an increase of 21,000 on the same month last year and brought total European arrivals in the first three months of 1966 to 176,000 – a rise of 28,000 (19 per cent) on the three-month period. United States visitors in March totalled 26,000, compared with 23,000 in March last year. They brought the number of United States arrivals in the first three months of the year to 64,000, which was an increase of 8,000 (15 per cent) on the period.

# *New 'Come to Britain' office in Rome*

THE BRITISH Travel Association, Britain's official tourist organization, has opened a new office in Rome. The official opening ceremony was performed on June 10 by Sir John Ward, British Ambassador to Italy. Lord Geddes, chairman of the British Travel Association, and Mr. L. J. Lickorish, the association's general manager, were present at the opening of the new office.

Lord Geddes told the guests – representing the Italian travel trade and Press – that the annual numbers of Italian visitors to Britain had increased by nearly 43 per cent since the association opened its first office in Rome in 1962. In 1965, 84,500 Italian visitors came to Britain.

Address of the new office is 40 Via Torino, Rome, and the manager is Mr. Colin Prickett.

# Building products mission to Libya

SEVEN MEMBERS of the building industry are to leave for a fortnight's visit to Benghazi and Tripoli on June 23. This follows the mission to Libya sponsored by the Committee for Middle East Trade last February, which reported that future likely demand for building materials and the interest in British products were such as to suggest that it was worthwhile sending a follow-up mission to examine Libyan requirements in depth.

The seven-man mission will investigate the prospects for greater exports of building materials and, on their return, will try to stimulate British firms to go there themselves and to pay more attention to this growing market. They will also make what is thought to be the first ever visit by any British trade mission to the Fezzan.

It is also announced that the National Council of Building Material Producers are hoping to sponsor a substantial participation in the Tripoli Trade Fair in 1967.

The mission can be contacted until June 22 through H. B. G. Montgomery, The Building Exhibition, 11 Manchester Square, London, W.1, and thereafter c/o British Embassy, Tripoli, Libya.

# New Council of Industrial Design awards for 1967

THE FIRST Council of Industrial Design Awards for capital goods and for consumer products will be given in 1967. A special panel of judges has now been appointed to select capital goods from those submitted by manufacturers at the closing date of July 31 this year. (The panel of judges for consumer goods will be announced later.)

Members of the judging panel for capital goods are: Mr. W. L. Mather (chairman), chairman of Mather & Platt Ltd.; Professor Misha Black, Professor of Industrial Design, Royal College of Art; Mr. H. G. Conway, managing director, Bristol Siddeley Engines Ltd.; Mr. W. F. Floyd, head of Department of Economics & Cybernetics, Loughborough College of Technology; Mr. C. H. Flurscheim, director, Power Group, AEI, Manchester; Mr. H. R. Heap, editorial director, Shaw Publications Ltd.; Mr. Jack Howe, industrial designer; Mr. D. B. Welbourn, lecturer, Faculty of Engineering, Cambridge.

**Submissions for CoID awards (capital goods only)**

Manufacturers of capital goods in the appropriate categories are reminded that the final date for applying for a 1967 CoID Award is July 31, 1966. Categories including industrial machinery of all classes, electrical and electronic equipment, scientific instruments, industrial and commercial road and rail transport. Further details and application forms may be obtained from Mr. W. H. Mayall, CoID, 28 Haymarket, London, S.W.1.

**Consumer goods**

Manufacturers of durable consumer goods in Design Index are not required to apply for a 1967 CoID Award, since all products included in Design Index (the CoID's record of some 10,000 well designed British made goods) will be considered eligible.

**Presentation of the awards**

The 1967 Council of Industrial Design Awards will be announced in the early summer of 1967, when it is hoped that the Duke of Edinburgh will present certificates to the manufacturers of the winning products at a ceremony in London.

# The Origin of Goods (Republic of Ireland) Regulations 1966

THE ORIGIN OF GOODS (Republic of Ireland) Regulations 1966 was published on June 14.

In accordance with the terms of the Agreement establishing a Free Trade Area between the United Kingdom and the Republic of Ireland, those goods now subject to import duty (i.e. protective duty) of Irish Republic origin will become free of import duty on and after July 1, 1966. These goods include textiles containing man-made fibres, motor vehicles, clocks and watches and musical instruments. The regulations lay down the conditions these goods must satisfy in order to be regarded as originating in the Republic of Ireland.

Copies of the Origin of Goods (Republic of Ireland) Regulations 1966, S.I. 1966 No. 667, can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3s., or by post from HMSO, PO Box 569, London, S.E.1, price 3s. 5d.

Full information on the procedure to be followed by importers in order to claim the benefits of the removal of import duty is contained in HM Customs Notice No. 400. A copy of this Notice can be obtained on application to the Secretary, HM Customs and Excise, Kings Beam House, Mark Lane, London, E.C.3.

# NEDC appointment for Sir Donald Stokes

MR. GEORGE BROWN, First Secretary of State and chairman of the National Economic Development Council, has appointed Sir Donald Stokes, chairman of the Economic Development Committee for the Electronics Industry. Sir Donald, who succeeds Sir Edward Playfair, is deputy-chairman and managing director of the Leyland Motor Corporation Ltd. Apart from many appointments associated with the motor industry, he is also a member of the Industrial Reorganization Corporation.

## LORD SNOWDON'S TOUR OF POTTERIES

*A dinner service with a 24-ct. raised gold decoration was admired by Lord Snowdon during his informal visit to the Royal Crown Derby works, Derby, recently. Each plate, when sold in the United States, costs 250 dollars. Seen in the picture with Lord Snowdon (right) is Mr. Albert Haddock, chief gilder, who has been with the company for 64 years. Lord Snowdon visited the factory as part of his three-day tour of the Potteries in his capacity as consultant to the Council of Industrial Design.*

# Lancashire and Merseyside IDA report

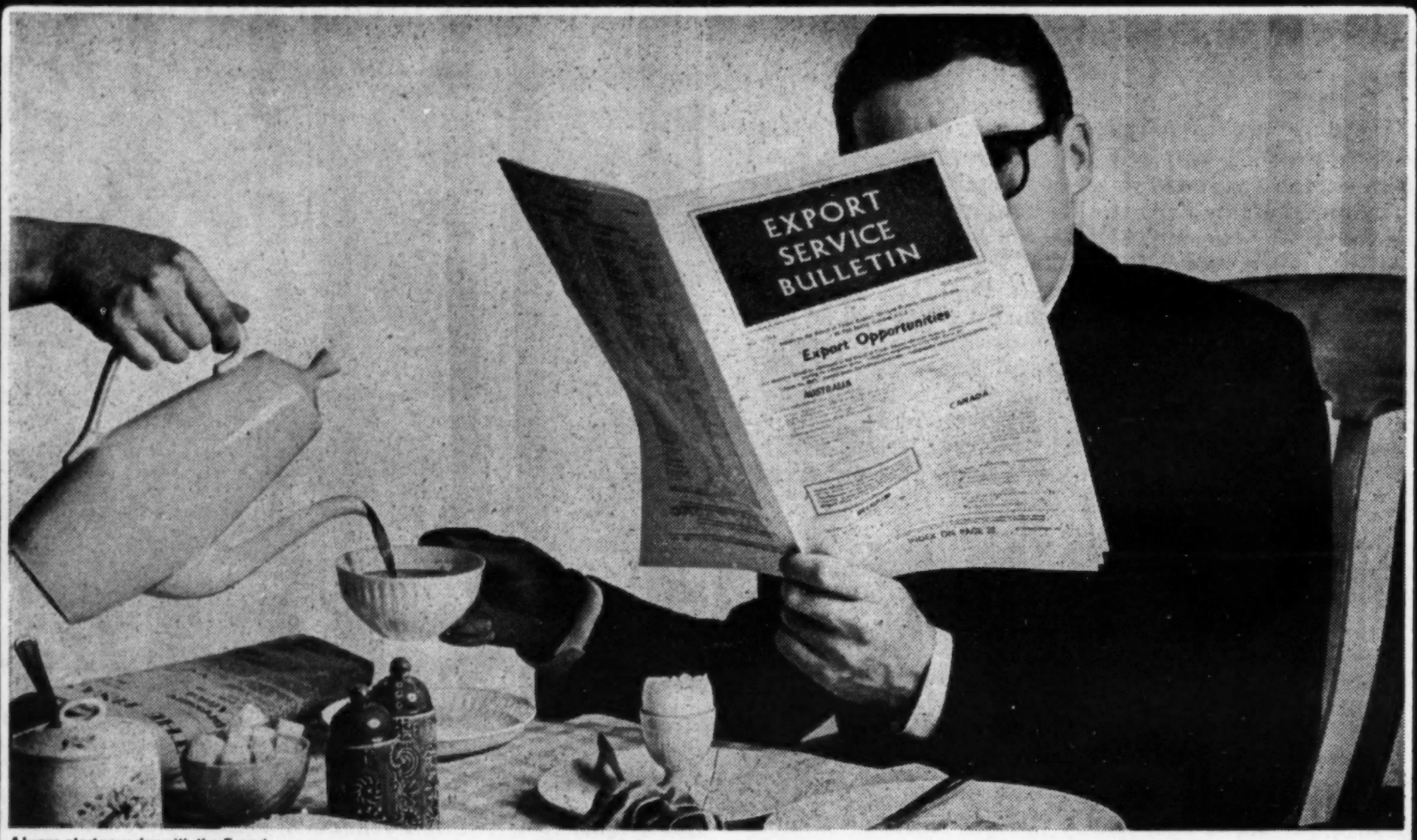
THE ANNUAL REPORT of the Lancashire and Merseyside Industrial Development Association for 1965-1966 states that a substantial volume of industrial development has taken place in the North-west during the past twelve months and, in common with the country generally, unemployment has remained at a very low level throughout much of the region. Some 600 industrial projects announced during the year for both old and new factories promise an estimated 40,000 new jobs covering an extensive range of manufacturing and widely distributed throughout the area. As the only regional agency in the North-west providing a free, comprehensive and impartial industrial development service to industry, covering both existing buildings and new premises, the Association has assisted many of the firms undertaking these projects with their development problems.

The report adds that notwithstanding the high level of industrial activity and low unemployment, much remains to be done to strengthen the regional economy and to modernize its environment. 'However, with the energy and drive of its forward looking community and the ambitious plans of the progressive local authorities in the area, the North-west can – given the right government lead – view the future with confidence and optimism.'

# Controlling non-pulpable waste

THE annual report for 1965 of the British Waste Paper Utilization Council indicates that more than 1,500,000 tons of non-pulpable waste is still being produced each year. How to reduce the amount and thus contribute to the economic production of paper and board has been a problem that caused the creation of the Council seven years ago. In its annual report the Council have decided to investigate 13 groups of non-pulpable waste, to tackle high quality waste paper such as tabulating cards printed with magnetic ink and to create a technical panel of expert advisors.

With the co-operation of industry the Council have been able to contain the growth of non-pulpable waste and they now intend to switch their efforts to examining the effects and composition of non-pulpable waste, tracing it back to source and controlling it by segregation at each stage of recovery.

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**Export Opportunities:** Boats, yachting equipment, textile fabrics, glassware for Finland; frozen food for France; wood-working tools for West Germany; turbo couplings, gears for India; soap, cosmetics for the Netherlands. *For these and all other export opportunities listed, there are details of the individual foreign companies or official bodies that want to import.*

**Calls for Tenders:** Underground cable, switch-board instruments for New Zealand; power station installations and equipment for Portugal.

**Market Pointers:** Hospital extension and hydro-electric scheme for Australia; air terminal building for Greece.

**British Weeks**

Sometimes the Bulletin gives market pointers pertaining to British Weeks. In this issue, details are given of enquiries for household linens, fabrics, foodstuffs and other goods in connection with the British Week in Florence, 8-16th October 1966. There is also news of a paper on certain French customs procedures, invaluable to businessmen taking part in the British Week in Lyons, 21-30th October.

**In addition, quarterly economic news:** Every quarter, the Bulletin has a supplement giving short appraisals in most markets of the import potential and general economic position.

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# New Books

**Commerce, Industry and HMSO.** A Selection of Government Publications for the Businessman. (31 pages. Available free from HMSO and Government bookshops.) This pamphlet is a completely revised edition of an annotated list designed to help the businessman select those Government publications most suitable to his needs. An introductory section lists publications for general reference and reading followed by sections under the headings: importing and exporting; home industry and trade; companies, finance and taxation; industrial relations and manpower; research and design. An important feature of the new edition is that titles have been included that are published directly by departments (often free) with instructions on how to obtain them. Thus important titles are listed under the relevant headings from the Board of Trade, Customs and Excise etc., which do not appear in HMSO's usual catalogues. The overseas coverage has also been extended and publications of interest from the following organizations have been included: United Nations, OECD, European Communities, EFTA, International Customs Tariff Bureau, International Monetary Fund, Customs Co-operation Council, GATT.

**Market Guide,** compiled by the Components Group of the Export Council for Europe (281 pages. Available from the Council, 27/28 Northumberland Avenue, London, W.C.2; £10 10s.) is the result of a survey of the trading prospects for British components which was carried out recently in 14 European countries. Items covered are scientific instruments, pumps, gears, electrical switchgear, fractional H.P. motors, plastic components, rubber components, control valves, fasteners and electronic components. After a general introduction, the survey deals with each of the 14 countries separately, showing for each item the size of the market and the United Kingdom's share, and tariff information indicating the relationship between CIF price and landed cost. Designed primarily as a working document for firms seeking new business in Europe, the Council hope that it will also be a valuable source of information to those British component makers who have, so far, taken little interest in the expanding Continental markets. It shows, for instance, that the United Kingdom supplied only 12 per cent of the £640 million of imports of these items to European countries in 1964. The Components Group was formed in August 1965 for the purpose of promoting sales of British components in Europe, and to further this end has established a new service, The European Components Service, with headquarters at 27 Northumberland Avenue, London, W.C.2, which will find openings in Europe for any engineering or other components and direct these to suppliers at home.

**The Distributive System,** by S. R. Hill. (175 pages. Pergamon Press, 17s. 6d.) Through much of the post war period distribution has received little attention from economists, although since the early sixties there has been a change in the attitudes of economists and businessmen towards the subject. At the same time a fundamental change in world marketing conditions has been taking place, and the intensification of competition has given rise to problems associated with the marketing of merchandise. Mr. Hill, who is Lecturer in economics and marketing at the University of Aston in Birmingham, provides in this book an outline of the historical development of the distributive system in Great Britain, and then devotes separate chapters to each main distributive method. Wholesaling, self-service and supermarkets, the Co-operative movement, department stores and mail order are dealt with in this way, and in a further chapter automatic vending, discount houses, and direct selling are briefly considered. The book ends with chapters on consumer protection, and a forecast of the future distributive pattern. It has been written as an attempt to guide the serious student and the businessman through this sector of the economy, and the author states that he has treated many aspects of his subject controversially in the hope that it may help to stimulate discussion. The book is published as part of Pergamon Press's *Commonwealth and International Library.*

**Gold – in Your Hands.** A Guide to Profitable Stock Management. (64 pages. 9s., by post 9s. 8d., from HMSO and Government bookshops.) This guide for the small shopkeeper on the techniques of profitable stock management, has been prepared for the Economic Development Committee for the Distributive Trades as part of its campaign to improve the efficiency of distribution. The main theme is that money tied-up in surplus stocks is money wasted. The value of stocks held in the retail trade is £1,200 million and a 5 per cent reduction would release £60 million and would increase the profitability of the individual shopkeeper. This guide will help the smaller shopkeeper to make correct decisions about stock levels, layout and other problems related to stock holding, and to relieve the pressure on his margins. While it is not suggested that his methods of stock control are inefficient, it is likely that they could be improved by adapting and adopting the kind of techniques used in larger organisations. The design of the manual itself breaks new ground as an HMSO publication with its colourful layout, diagrams and cartoon figures.

**Economic Development in Latin America, an Annotated Bibliography,** by John R. Wish. (160 pages. Pall Mall Press, for Praeger, 60s.) This bibliography was prepared in connection with a research programme concerned with the role of food distribution in economic development, with special reference to Latin America. Criteria followed in the selection of items for inclusion were that they should be reasonably current, and relevant to the objective of putting into operation Dr. Rostow's ideas of a 'national market', which call for the production and distribution of goods that can be sold to peasants in developing countries, and the bringing of all peasants into the money economy. The bibliography has been limited to about 450 items, comprising books and journal articles and some unpublished works which are in progress. Most of the items included are in English. The bibliography is organised in six chapters, covering general background material on economic development, more specific items on economic development, marketing, agriculture, communication, and the methodology of social science research. Within each chapter the items are further arranged by means of a simple classification providing 10 categories, including area studies, invention, innovation and entrepreneurship, statistics, social change and bibliographies. Items which are considered to be particularly valuable are distinguished in the bibliography, and also briefly listed in an appendix. Another appendix lists sources of information. Despite the implied geographical limitation of the title, some of the studies listed deal with underdeveloped areas outside Latin America. This book is published in the series of *Praeger Special Studies in International Economics and Development.*

**The British Monopolies Commission** (394 pages. Allen & Unwin, 50s.), is written by an economist, Charles K. Rowley. It grew out of a research project at Nottingham University, and provides an 'analysis which will be of interest not only to professional economists and students of economics, but to all concerned with the practical implications of monopoly legislation and to the general reader interested in the control of monopoly. The author combines a detailed study of the structure, scope, procedure and authority of the Monopolies Commission with a critical examination of the economics of market dominance. He traces the reaction of successive governments to the Commission's reports and analyses the economic results of Government decisions'. There is a five-page bibliography which contains no references to the large number of articles on the work of the Monopolies Commission which have appeared in economic and legal journals in recent years, though the very occasional article is mentioned in footnotes.

**The Public Employment Services and Management.** International Management Seminar, Madrid, 23 – 26 March, 1965. Final Report and Supplement. (2 vol. Organisation for Economic Co-operation and Development. Final Report, price 15s., by post 15s. 8d. Available from HMSO and Government bookshops. Supplement available free from OECD Publications, 2 rue André-Pascal, Paris 16e.) These volumes contain the report of the eighth seminar conducted by the Social Affairs Division of the Manpower and Social Affairs Directorate of OECD as part of the 'Employer and Union Programme'. The programme was in three parts. The first contained an introductory presentation by Sir James Dunnett of the Ministry of Labour followed by a review of the public employment services in the United Kingdom, the Federal Republic of Germany, Sweden and Denmark. There were also brief reports on six other countries. In the second part ten policy questions were discussed on such topics as 'What types of employees and areas should be served?' 'What aids should be provided for employers by the public employment services?' The third part dealt with the economics of the public employment service. Two issues were considered in this part: (a) the size of the expenditure, and (b) the methods of making a cost - benefit analysis of a service's operations. The volume containing the final report is an integrated account of the papers and discussion, along with the main papers. The supplementary volume contains all the other papers and documents presented.

**Other publications**

GRAIN CROPS. A Review of Production, Trade, Consumption and Prices Relating to Wheat, Wheat Flour, Maize, Barley, Oats, Rye and Rice. Commonwealth Economic Committee. 10s., by post 11s., from HMSO and Government bookshops.

ITALY. April 1966. Organisation for Economic Co-operation and Development. *OECD economic surveys.* 5s., by post 5s. 6d., from HMSO and Government bookshops.

## ECGD LOCAL ADDRESSES

*The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the* Board of Trade Journal, *March 4, 1966.*

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1966 | Stores | Location | Auctioneers |
|---|---|---|---|
| **July 5** | **Machine tools, industrial equipment, miscellaneous stores.** | **Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.** | **Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898.)** |

**Machine tools:** Pollard drilling machine 400/440V; Liner Portasaw 26 in. circular saw; Jones & Shipman universal grinding machine 5 in. centre, 27 in. BC, 400/440V; Swift sliding, facing and screwcutting lathe 17 in. diameter; Cromwell pedestal grinding machine; Wolf grinding and buffing machine; Smart & Brown and Denham lathes.

**Industrial equipment:** Industrial trailers and tractors; fork lift trucks; winches; washing plants; fire fighting equipment; charging plants; lifting equipment including Epco trolley jack 2½ tons; Hydralite 25-ton hydraulic jack; Harbour arc double operator electric welding plant, trailer mounted;Quasi-Arc electric welding plant phase 3/1; English Electric portable welding equipment 440/200V.

**Miscellaneous stores:** Tools; non-ferrous metals; gravity rollers; batteries; film; telephone sets; steel pallets; compasses; clocks; workshop equipment; MT spares; tool kits; electric cable; electric, wireless and signal equipment; ironmongery and household items; textiles including webbing; carpets; blankets; tentage; mattresses; groundsheets; kit bags; tarpaulins; camp equipment; clothing including battle dress; greatcoats; raincoats; jerkins; shirts; vests; drawers; boots and shoes; furniture including folding and dining chairs; tables; wardrobes; table tops; forms; manila or sisal rope 3 in. x 100 ft.; wooden boxes and crates; packing pieces, pads, spacers, etc.; large quantity used tyres; jerrycans and containers.

| | | | |
|---|---|---|---|
| **July 14 & 15** | **Commercial and private vehicles, machine tools, industrial and electrical equipment, miscellaneous stores including:** | **Ordnance Disposals Depot, Bowhouse, Hurlford, By Kilmarnock, Ayrshire.** | **Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)** |

Portable electric drilling machines; vertical drilling machines; welding and cutting oxy-acetylene plant; metal spraying outfit; power plant; water pumps, diaphragm 2 in., 500 GPH; degreasing plant; industrial shoe patching machine; transportable brazing hearth; 'Hyster' 2-ton Karry mobile crane; Neal & Co. 2-ton diesel mobile crane; 2 Bedford 950-gallon refueller; Bedford 'Workobus' and 5-ton cargo truck; fire fighting tenders.

| | | | |
|---|---|---|---|
| **July 21** | **Technical equipment, machine tools, miscellaneous stores including:** | **Technical Stores Depot, Old Dalby, Melton Mowbray, Leics.** | **Shouler & Son (Dept. L), 1 Norman Street' Melton Mowbray, Leics. (Tel. Melton Mowbray 3081.)** |

Test sets; oscilloscopes; tester valves; generators; electrical and radar equipment; quantities of lead, brass, copper, cable, canvas, batteries and other items of general stores.

**Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (Postal Order only).**

### SALE BY TENDER – HERALD AIRCRAFT

Three Herald aircraft at present leased to and in service with British European Airways are expected to become available for sale in November 1966. Applications for Tender Forms should be sent to Ministry of Defence (AD), Directorate of Sales, Sales 4 c ii, Room 424, First Avenue House, High Holborn, London, W.C.1.


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also

COMPRESSORS by AIR PUMPS, ATLAS COPCO, BROOMWADE, CONSOLIDATED PNEUMATIC and HOLMAN, GENERATORS, ENGINES, CONVEYORS, PUMPS, WINCHES, ELECTRIC MOTORS, MACHINE and HAND TOOLS, JACKS up to 35 tons CAPACITY, WELDING and CUTTING GEAR, BATTERY CHARGERS, M.T. SPARES, SCAFFOLD FITTINGS, GARAGE EQUIPMENT, TYRES, TAPS and DIES, 1000 BOILERS SUITS and WAREHOUSE COATS, etc.

also

SECTIONAL WOODEN BUILDINGS

and

COMMERCIAL VEHICLES including A.E.C. 'MERCURY' TRACTOR C/W 4 IN LINE TRAILER, B.T.C. and DYSON TRAILERS (4 - 10 tons), SPEED BOAT, OUTBOARD MOTORS, DINGHYS, 12 CARAVAN CHASSIS.

also

WHEELED TRACTORS by FORDSON '5000' and 'POWER MAJOR' C/W FORK LOADER, TRACTOR WINCHES and WHEELS, MOBILE MILK PARLOUR, ROTOVATORS, CORN DRYER AND CONVEYORS, etc.

**SALE TO COMMENCE AT 10.00 a.m.**

**For Viewing Dates and Times see Catalogue**

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS OFFICES, WALKER, WALTON & HANSON, DEPT. C4, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).


### SUBSCRIPTION AND SALES

*Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.*

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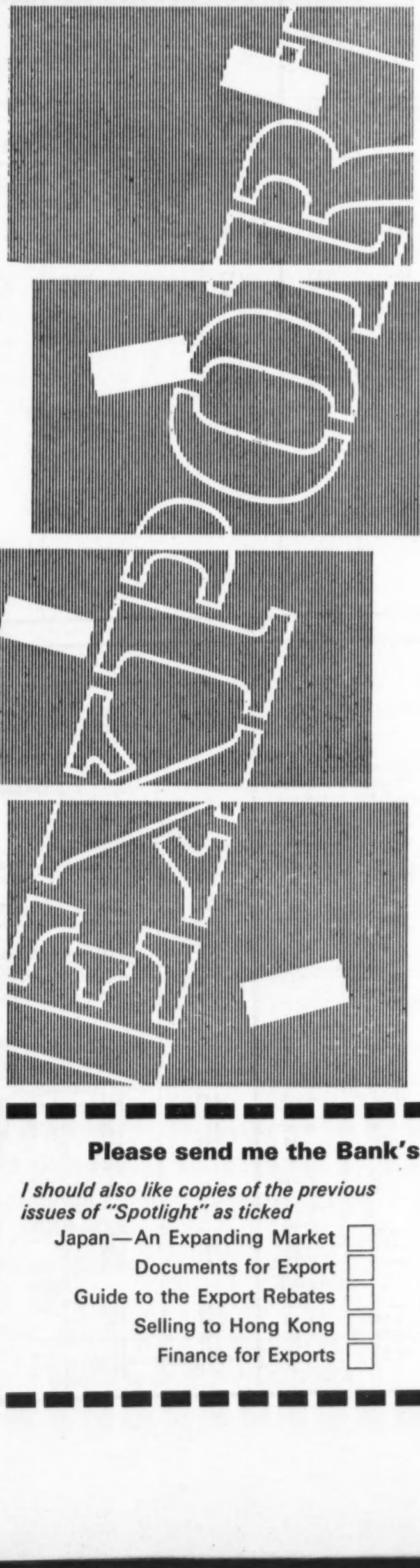

The All-British Trade Fair to be held in Moscow from July 8-24 focuses attention on opportunities for trade between the two countries. A summary of the opportunities for the British exporter in this market is given in the Midland Bank's publication

# Trade with the U.S.S.R. and Eastern Europe

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# Statistics

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| Base of index | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| Value in base year, £m. | 20,085 | — | 16,100 | 15,373 | 15,373 | 9,140 | 3,478 | 922 | 688 | 591 | 1,205 | | | | |
| 1961 | 113 | 114 | 121 | 116 | 111 | 100 | 130 | 130 | 138 | 138 | 123 | +319 | +230 | +36 | +29 |
| 1962 | 114 | 115 | 127 | 123 | 114 | 100 | 129 | 119 | 134 | 142 | 125 | + 76 | + 33 | +22 | +14 |
| 1963 | 118 | 119 | 135 | 130 | 119 | 103 | 132 | 108 | 144 | 145 | 132 | +177 | + 89 | +29 | +55 |
| 1964 | 124 | 128 | 144 | 139 | 123 | 106 | 153 | 121 | 170 | 184 | 151 | +513 | +332 | +72 | +47 |
| 1965 | 127 | 132 | 152 | 147 | 125 | 108 | 159 | 132 | 168 | 189 | 157 | +311 | +199 | +19 | +57 |
| 1964 | | | | | | | | | | | | | | | |
| 3rd quarter | 124 | 128 | 146 | 139 | 123 | 106 | 155 | 121 | 179 | 184 | 153 | +137 | + 77 | +19 | +17 |
| 4th quarter | 126 | 130 | 147 | 143 | 125 | 107 | 159 | 128 | 177 | 189 | 156 | +108 | + 50 | +30 | +15 |
| 1965 | | | | | | | | | | | | | | | |
| 1st quarter | 128 | 132 | 150 | 146 | 127 | 108 | 160 | 138 | 168 | 191 | 158 | + 61 | + 49 | —10 | +12 |
| 2nd quarter | 126 | 131 | 151 | 145 | 123 | 107 | 158 | 127 | 172 | 184 | 159 | + 95 | + 83 | — 5 | + 7 |
| 3rd quarter | 127 | 132 | 153 | 148 | 124 | 108 | 156 | 131 | 160 | 187 | 155 | +117 | + 71 | +21 | +20 |
| 4th quarter | 129 | 133 | 155 | 151 | 126 | 109 | 161 | 130 | 170 | 195 | 157 | + 38 | — 4 | +13 | +18 |
| 1966 | | | | | | | | | | | | | | | |
| 1st quarter | .. | 133* | .. | .. | .. | 110 | .. | 134* | 163* | .. | .. | .. | + 66* | + 6* | +17 |
| 1965 | | | | | | | | | | | | | | | |
| October | .. | 132 | .. | .. | .. | 108 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| November | .. | 133 | .. | .. | .. | 110 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| December | .. | 133 | .. | .. | .. | 109 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| 1966 | | | | | | | | | | | | | | | |
| January | .. | 133* | .. | .. | .. | 110 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| February | | 132* | | | | 109 | | | | | | | | | |
| March | | 133* | | | | 110 | | | | | | | | | |
| April | | | | | | 110 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | | | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average (seasonally adjusted) | Mid-month or monthly average† | Change from previous period† | Normal seasonal change | | | |
| | at 1958 prices | | | | | | | | | | | at current prices | | |
| Base of index | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | series shown in thousands | | | | 1958 | 1958 | series shown in £ million |
| Value in base year, £m. | .. | .. | — | | — | — | — | | | | | 3,836 | 3,250 | |
| 1961 | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | + 1 | .. | 119 | 117 | — 14 |
| 1962 | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | —64 | .. | 121 | 120 | + 93 |
| 1963 | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | — 5 | .. | 130 | 130 | +105 |
| 1964 | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | +77 | .. | 148 | 136 | —406 |
| 1965 | 165 | 121* | 131·8 | +4·9 | 110·6 | 129·5 | 157·9 | 309 | 265 | +44 | .. | 150 | 145 | —136 |
| 1964 | | | | | | | | | | | | | | |
| 3rd quarter | 153 | 113 | 126·5 | +4·3 | 108·6 | 125·0 | 149·4 | 359 | 242 | +12 | + 6 | 148 | 134 | —124 |
| 4th quarter | 162 | 124 | 127·6 | +4·5 | 109·9 | 126·3 | 150·9 | 330 | 228 | —14 | —34 | 149 | 139 | —103 |
| 1965 | | | | | | | | | | | | | | |
| 1st quarter | 169 | 121 | 128·8 | +4·5 | 109·7 | 128·3 | 153·8 | 306 | 233 | + 5 | — 5 | 143 | 141 | — 18 |
| 2nd quarter | 166 | 127 | 132·0 | +5·2 | 111·0 | 129·1 | 156·2 | 304 | 288 | +55 | +33 | 152 | 141 | — 70 |
| 3rd quarter | 163 | 117 | 132·6 | +4·8 | 110·5 | 129·9 | 159·9 | 321 | 284 | — 4 | + 6 | 153 | 147 | — 56 |
| 4th quarter | 165 | 121* | 133·5 | +4·6 | 111·5 | 130·5 | 161·9 | 305 | 255 | —29 | —34 | 153 | 151 | + 8 |
| 1966 | | | | | | | | | | | | | | |
| 1st quarter | 164* | 122* | 134·4 | +4·3 | 113·7* | 131·4* | 165·9 | 279 | 260 | + 5 | — 5 | 159 | 153 | |
| 1965 | | | | | | | | | | | | | | |
| October | 165 | 121* | 132·9 | +4·8 | 111·1 | 130·2 | 161·0 | 309 | 265 | —10 | —12 | 151 | 146 | .. |
| November | 165 | 124* | 133·5 | +4·5 | 111·4 | 130·5 | 162·1 | 301 | 253 | —12 | —16 | 156 | 153 | .. |
| December | 165 | 121* | 134·1 | +4·5 | 111·9 | 130·7 | 162·6 | 304 | 246 | — 7 | —11 | 153 | 155 | .. |
| 1966 | | | | | | | | | | | | | | |
| January | 164* | 122* | 134·3 | +4·4 | 113·0 | 130·9 | 165·0 | 285 | 245 | — 1 | — 1 | 158 | 146 | .. |
| February | 165* | 121* | 134·4 | +4·5 | 114·1 | 131·3 | 165·4 | 277 | 260 | +15 | + 6 | 159 | 159 | .. |
| March | 164* | 122* | 134·7 | +4·3 | 114·0* | 131·9* | 167·2 | 274 | 274 | +14 | +10 | 158 | 153 | .. |
| April | | | 136·3 | +3·6 | 116·4* | 132·5* | 167·8 | 279 | 289 | +15 | +14 | 157 | 153 | |
| May | | | | | 117·8* | 132·6* | | 277 | 296 | + 7 | + 9 | 162* | 155* | |

* Provisional. † Not seasonally adjusted.

# United Kingdom trade in May


## Summary

BOTH EXPORTS AND IMPORTS in May were rather higher than their averages in the first four months of this year. Exports appear to have been growing slowly in recent months after the rapid increase in the second half of last year. The underlying trend of imports is uncertain but on average this year they were significantly higher than in the second half of last year. The trade deficit for the first five months of 1966 was near to the average rate for last year.


## Trade balance

The deficit in May was £30 million, seasonally adjusted. In the three months March-May the deficit averaged £24 million a month compared with £16 million a month during December-February. This comparison is distorted however by the erratic run of monthly figures at the turn of the year. For the first five months of this year the deficit averaged £25 million a month, compared with an average of £22 million a month during 1965.

### UNITED KINGDOM TRADE

**Table 1 (a)**

**Seasonally adjusted values** — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. | Trade balance |
|---|---|---|---|---|
| 1964 | 368 | 475 | 13 | —45 |
| 1965 | 394 | 480 | 14 | —22 |
| 1964 1st quarter | 366 | 469 | 12 | —41 |
| 2nd quarter | 365 | 477 | 13 | —45 |
| 3rd quarter | 363 | 475 | 14 | —51 |
| 4th quarter | 376 | 478 | 13 | —42 |
| 1965 1st quarter | 383 | 458 | 13 | —13 |
| 2nd quarter | 381 | 485 | 13 | —39 |
| 3rd quarter | 399 | 489 | 15 | —25 |
| 4th quarter | 410 | 490 | 16 | —11 |
| 1966 1st quarter | 414 | 507 | 16 | —24* |
| 1965 December | 421 | 490 | 17 | + 4 |
| 1966 January | 396 | 506 | 16 | —45* |
| February | 432 | 508 | 17 | — 6* |
| March | 415 | 507 | 15 | —21* |
| April | 415† | 502† | 16 | —21* |
| May* | 421 | 519 | 17 | —30* |
| Dec.-Feb., 1966 | 416 | 501 | 17 | —16* |
| March-May 1966* | 417 | 509 | 16 | —24* |

* Provisional estimates
† Revised figure

**Table 1 (b)**

**Recorded values** — £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. |
|---|---|---|---|
| 1964 1st quarter | 371·4 | 477·7 | 12·8 |
| 2nd quarter | 377·5 | 480·8 | 13·1 |
| 3rd quarter | 338·7 | 460·4 | 12·0 |
| 4th quarter | 382·9 | 479·7 | 13·3 |
| 1965 1st quarter | 374·0 | 464·9 | 13·6 |
| 2nd quarter | 401·7 | 487·0 | 14·0 |
| 3rd quarter | 380·6 | 476·1 | 14·0 |
| 4th quarter | 418·3 | 493·1 | 15·9 |
| 1966 1st quarter | 422·2 | 514·9 | 16·9 |
| April | 384·5† | 496·0† | 15·5 |
| May* | 439·9 | 506·8 | 17·3 |

* Provisional estimates
† Revised figure

## Exports

Exports in May were £421 million, seasonally adjusted. The average of £417 million a month in March-May was little changed from the preceding three months. Over the first five months of this year, however, exports averaged £416 million a month, 5½ per cent above the rate for 1965 as a whole.

Exports to the North American market dropped back in March-May from the rate which they had reached in the first quarter of this year. This fall was accounted for by Canada; exports to the United States, with high figures for aircraft deliveries, were maintained at the rate of the preceding three months.

In the Western European market, expansion moderated in recent months. In March-May exports to EEC countries were lower than in the preceding period, largely because of deliveries of precious stones to Belgium which dropped back sharply from the previously high rates. Exports to the EFTA market and to other Western European countries were well up on the previous period. The decline in exports to the overseas sterling area in recent months is accounted for by shipments to South Africa and Australia which fell sharply from the rates reached towards the end of last year. Exports to the remaining countries of the overseas sterling area in March-May were on balance rather higher than in the preceding three months. Strong growth in exports to the Soviet Union and Eastern Europe continued in recent months.

Deliveries of aircraft and ships in March-May showed a big increase over the preceding period; this was however largely offset by a fall in exports of miscellaneous manufactures, where exports of precious stones (another erratic category) fell sharply back in May from the high rates of the preceding months. There was little change in recent months in exports of machinery. Exports of textiles and of metals were below those in the preceding period.

## Imports

Imports in May were £519 million, seasonally adjusted. In the three months March-May they averaged £509 million, an increase of 1½ per cent compared with the previous three months and 4 per cent more than in the second half of last year. The recent underlying trend in imports is difficult to discern. The assessment depends to some extent on the significance of the high figure for May. In the months up to April there had been some suggestion of a slowing in the growth of imports. The total for May included a high figure in the erratic category of food, drink and tobacco.

Comparing the latest three months with the previous three months, the main increase in imports was in semi-manufactures. Two factors in this were higher copper prices and increased arrivals of precious stones (which behave erratically). There was also some increase in imports of finished manufactures, mainly in machinery. Imports of basic materials, however, continued to decrease. Food imports, with the high May figure, were on average higher in the three months March-May after falling previously, but tobacco imports fell sharply following exceptionally high imports in January and February. Fuel imports were also lower.

In the area pattern of imports, in the latest three months compared with the previous three months, there was a marked rise in arrivals from Western Europe, including increases from EEC and EFTA countries. There was a smaller increase in imports from the sterling area, with higher imports from Australia partly offset by lower values from New Zealand. There were also increased imports from the Soviet Union and Eastern Europe. Against this, there was little change in imports from North America, with arrivals of Canadian produce reduced but some increase in imports from the United States, and some reduction in imports from Latin America and the rest of the world.

## Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

*A more detailed article with charts and further tables will appear next week.*

# Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in April showed a decrease of 7 per cent on a year earlier. This compares with increases of 1 per cent and 2 per cent in March and February respectively.

The value of stocks at the end of April was 2 per cent lower than a year earlier.

**Notes:**

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

### Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

| | Value of Sales (Total Home Trade) | | Value of Stocks (at end period) (b) | |
|---|---|---|---|---|
| | | % | | % |
| 1964 Year | 112 | +4 | .. | .. |
| 1965 Year | 113 | +1 | .. | .. |
| 1965 2nd quarter | 103 | +2 | 137 | +2 |
| 3rd quarter | 113 | +2 | 149 | —2 |
| 4th quarter | 138 | Nil | 118 | —5 |
| 1966 1st quarter | 100 | +2 | 146 | —3 |
| 1965 April | 111 | +2 | 143 | +3 |
| May | 104 | +6 | 144 | +3 |
| June | 93 | —4 | 137 | +2 |
| July | 79 | Nil | 143 | +1 |
| August | 102 | +4 | 154 | —1 |
| September | 158 | +1 | 149 | —2 |
| October | 148 | —5 | 135 | Nil |
| November | 141 | +3 | 131 | —2 |
| December | 125 | +3 | 118 | —5 |
| 1966 January | 71 | +4 | 124 | —4 |
| February | 92 | +2 | 142 | —4 |
| March | 138 | +1 | 146 | —3 |
| April | 104 | —7 | 140 | —2 |

Percentage of corresponding values for 1965.

### Analysis by Department

| | Sales | | Stocks (b) |
|---|---|---|---|
| | April 1966 | January 1 to April 30 | April 1966 |
| Women's knitted outerwear, blouses and skirts | 97·5 | 108·9 | 104·5 |
| Women's coats, costumes, furs and raincoats | 101·5 | 103·2 | 101·2 |
| Women's underwear | 100·8 | 94·1 | 84·5 |
| Women's hose and children's socks | 91·7 | 95·9 | 67·8 |
| Women's millinery | 61·4 | 92·5 | 113·1 |
| Haberdashery, ribbons and wool | 108·3 | 105·0 | 103·9 |
| Children's wear | 83·5 | 98·0 | 95·4 |
| Men's and boys' shirts, pyjamas and outfitting | 102·3 | 103·5 | 102·6 |
| Gloves | 111·5 | 98·7 | 73·2 |
| Piece-goods and nets | 85·9 | 100·0 | 88·0 |
| Household textiles | 91·7 | 97·2 | 98·2 |
| Floor-covering, furniture and hardware | 100·6 | 100·0 | 109·7 |
| Grand total (a) | 93·5 | 99·4 | 97·7 |

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

*Five Fellows from the Centre International de Perfectionnement Professionnel et Technique of Turin (which is connected with the International Labour Office in Geneva) visited the Bedford factory of Brookhirst Igranic (MI Group) recently. They were Mr. Ahmed Abd Elaseem Shash and Mr. Adel Mohamed Shalaby Toubar, of the Ministry of Industry of the United Arab Republic; Mr. Kwong Yan Leong, of the Singapore Vocational Institute; Mr. Ka'ain Al-Dujaily, who is to help set up an industrial training centre in Iraq; and Mr. Saturnine Lumang, an electronics teacher from the Philippines. The Turin centre functions as a staff college to provide further training and experience for professional men and technicians from the developing countries.*

# Retailers' stocks in April

STOCKS HELD by retailers at the end of April were 5 per cent higher than a year earlier, compared with an increase of 7 per cent in the earlier months of the year and the last quarter of 1965. In volume terms, retailers' stocks were 4 per cent higher in April than in the corresponding period last year, compared with increases of 5 per cent in February and March, and 6 per cent in January.

*For previous table see May 20 issue, page 1141*

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# International Trade Credit, 1963 and 1964

THIS ARTICLE PRESENTS the results of the second annual inquiry carried out by the Board of Trade into the structure of trade credit, covering credit extended to, or received from, other countries at the end of 1963 and 1964. The Board would like to acknowledge the help of the firms who co-operated by supplying the detailed figures.

**Scope of the inquiry**

The primary object of the inquiry is to provide information about changes in trade credit for inclusion in the balance of payments statistics. The inquiry has its origins in the report of The Committee on the Working of the Monetary System (Radcliffe Committee) which stated that it was highly desirable to have better information about changes in international trade credit.

Besides credit relating to United Kingdom imports, exports and re-exports (whether handled by manufacturers or merchants), the inquiry covered credit relating to international commodity sales arranged by United Kingdom merchants, and credit transactions of United Kingdom contracting firms operating overseas. The questions covered the geographical distribution of credit, how much was provided by firms themselves and how much was in the form of bills and promissory notes discounted, and the extent to which credit extended was being offset by advance and progress payments and by credit received.

It was not necessary to collect further information about credit made available to purchasers by banks and other financial institutions under the Financial Guarantee Scheme, since full details are available to Export Credits Guarantee Department (ECGD), who arrange these transactions. Figures for them are, however, incorporated in Table 1 with those for other credits.

The international trading and credit transactions of oil companies were excluded, as were those of the central government and public corporations. Nor was any approach made to banks or insurance companies since their contribution to the finance of exports is either already measured in other ways or is of an indirect nature not readily measurable, as in the provision of overdrafts to manufacturers, some of whose production will be exported. It was necessary, however, to ensure that the figures collected in this inquiry could be dovetailed into the figures already available and used in balance of payments estimates. There are some elements of export finance within the Bank of England series of 'External Liabilities and Claims in Sterling,' which were outside the scope of the inquiry, such as overdrafts granted by banks to foreigners, but other elements are recorded in both sets of statistics. In order to identify the overlap, contributors were asked to report separately on credit extended in the form of bills and promissory notes.

The inquiry was a voluntary one, and completed returns were not received from all the companies approached. Nor was the list of firms to be approached quite complete. Detailed tables are based on some 4,336 completed returns but the figures in Table 1 include an allowance for non-response.

It has been found necessary to revise the estimates for 1963, published last year following the first inquiry. The revisions, some of which are substantial, take account both of amendments to firms' returns (a number of 1963 returns were corrected following comparison of the 1963 and 1964 returns) and of returns received too late for inclusion in the published results. The allowance for non-response was also revised in the light of the later information. In due course, the 1964 results may also require revision, but the changes are unlikely to be so large. However, although the estimates for totals are published in terms of a precise number of £ million, this should not be taken to mean that they can be regarded as accurate to that degree.

**Summary of results**

It is estimated that trade credit extended by the United Kingdom amounted to some £1,200 million at the end of 1964, the total having increased during the year by slightly more than £90 million; these are net figures after deduction of the amount received by way of payments made in advance of shipment (£87 million at the end of the year). The increase in credit extended amounted to some two-thirds of the increase during 1963, which was probably exceptionally large. Preliminary indications, based on a sample quarterly inquiry, are that expansion in credit extended continued at much the same rate during 1965.

Credit received by the United Kingdom from overseas suppliers amounted to £335 million at the end of 1964 and the increase during the year was £56 million. The results of the sample quarterly inquiry suggest that the rate of increase was less in 1965.

**Amounts owing to the United Kingdom on exports**

Of the total credit outstanding at the end of 1964, £1,300 million before deducting payments in advance of shipment, £1,071 million was advanced by United Kingdom industry. Bills of exchange and promissory notes to the value of £199 million had been discounted with, or assigned to, banks in the United Kingdom, who had also provided £30 million under the Financial Guarantee Scheme. Bills and promissory notes amounting to £152 million had been lodged with banks, but not discounted, being held for collection or as security for overdraft facilities.

Rather more than one-third of the total credit outstanding at the end of 1964 was between United Kingdom companies and their overseas branches, subsidiaries and associated companies. About 10 per cent of this credit extended to related concerns was covered by discounted bills. Of the £815 million of credit extended to unrelated concerns, £153 million was covered by discounted bills and some £30 million by Financial Guarantees.

The increase during 1964 in credit extended to related concerns, at £42 million, was much the same as in 1963, but the increase in credit extended to unrelated concerns at £74 million was £38 million less.

**Amounts owed by United Kingdom companies on imports**

Nearly three-quarters of the £352 million of credit received by United Kingdom companies and outstanding at the end of 1964 was owed to related concerns, particularly parent companies overseas. About one-fifth (£76 million) of the total credit was backed by bills accepted by United Kingdom companies or banks acting on their behalf.

**Area analysis**

Table 2, the first of the detailed tables which are based on respondents only, contains an area analysis of net credit outstanding, with separate figures for the most important countries. United Kingdom exports in 1964 are shown for purposes of comparison. (The comparison is not an exact one, since some of the credit relates to transactions not included in the export figures.)

The geographical pattern of trade credit extended corresponds fairly closely to the geographical spread of exports (though relatively less for Western Europe and North America than for the rest of the world). There were reductions during 1964 in the total credit outstanding in Latin America, Eastern Europe and USSR, and Sterling Area countries in West Africa though compared with exports, outstanding credit extended to these areas at the end of 1964 was still proportionately higher than elsewhere. There was also a reduction in 1964 in outstanding credit extended to the United States. There were marked increases, however, in credit extended to Western Europe and to South Africa; credit extended to Australia and New Zealand also increased.

The estimates given in Table 2 for developing countries (as defined by the United Nations) show a proportionately slower increase in credit outstanding than for other countries, but some exports to the developing countries are financed by aid, when no trade credit is required.

The geographical pattern of credit received, shown in Table 3, shows that the United States and Western Europe together accounted for well over half the total of the credit received by United Kingdom concerns which was outstanding at the end of

1964. Sterling Area countries accounted for less than a fifth of credit received, but for one-third of total imports.

**Industrial analysis**

Tables 4 and 5 show in some detail the industrial distribution of United Kingdom concerns extending or receiving credit. On the basis of returns received, the chemicals, metal manufacturing, engineering and vehicle industries together accounted for well over half the total of credit extended and almost half the total of credit received.

**Size distribution of credit extended**

Large companies accounted for a very high proportion of total credit extended. About three-quarters of the total of credit extended to overseas by United Kingdom concerns and outstanding at the end of 1964 was due to concerns in the largest size group (concerns which had each extended over £1 million of trade credit – Table 6). Of the total credit extended on returns received, some 90 per cent was accounted for by companies with over £250,000 credit extended at the end of 1964.

**Notes and definitions**

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely trans-shipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and overseas

(*Continued on page* 1363)

**Table 1. Estimates for all businesses (excluding oil companies)**

£ million

| Credit extended | Change in amount due during 1963 | | | Change in amount due during 1964 | | | Amount outstanding at end-1964 | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns |
| Credit extended by United Kingdom businesses | +114 | +29 | + 85 | + 79 | +30 | +49 | 1,071 | 439 | 632 |
| *Of which:* | | | | | | | | | |
| *Unmatured bills lodged (but not discounted) with banks in the United Kingdom* | + *18* | .. | .. | + *8* | .. | .. | *152* | .. | .. |
| Bills covering outstanding credit which were discounted or assigned | + 30 | +12 | + 18 | + 16 | +12 | + 4 | 199 | 46 | 153 |
| Credit extended under Financial Guarantee Scheme | + 9 | — | + 9 | + 21 | — | +21 | 30 | — | 30 |
| Total credit extended | +153 | +41 | +112 | +116 | +42 | +74 | 1,300 | 485 | 815 |
| Less advance and progress payments | + 16 | + 1 | + 15 | + 24 | + 1 | +23 | 87 | 6 | 81 |
| Total net credit extended | +137 | +40 | + 97 | + 92 | +41 | +51 | 1,213 | 479 | 734 |
| **Credit received** | **Total** | **Due to overseas branches, subsidiaries, associates and parents** | **Due to other overseas concerns** | **Total** | **Due to overseas branches, subsidiaries, associates and parents** | **Due to other overseas concerns** | **Total** | **Due to overseas branches, subsidiaries, associates and parents** | **Due to other overseas concerns** |
| Credit received by United Kingdom businesses | + 48 | +28 | + 20 | + 62 | +53 | + 9 | 352 | 256 | 96 |
| *Of which:* | | | | | | | | | |
| *Bills accepted* | + *19* | + *6* | + *13* | + *15* | + *9* | + *6* | *76* | *41* | *35* |
| Less advance and progress payments | .. | .. | .. | + 6 | — 1 | + 7 | 17 | 6 | 11 |
| Total net credit received | .. | .. | .. | + 56 | +54 | + 2 | 335 | 250 | 85 |

**Table 2. Net credit extended – Amounts due to the United Kingdom at end-1963 and end-1964**
SUMMARY OF RETURNS RECEIVED

£ million

| Area or country | United Kingdom exports in 1964 | Net credit outstanding end-1963 | | | Net credit outstanding end-1964 | | |
|---|---|---|---|---|---|---|---|
| | | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total amount due from overseas businesses | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total amount due from overseas businesses |
| North America: | 594·2 | 52·6 | 29·6 | 82·2 | 50·6 | 24·7 | 75·3 |
| United States of America | 406·5 | 28·9 | 20·6 | 49·5 | 25·1 | 14·3 | 39·4 |
| Canada | 187·7 | 23·7 | 9·0 | 32·7 | 25·5 | 10·4 | 35·9 |
| Latin America | 150·5 | 14·8 | 56·4 | 71·2 | 15·8 | 55·0 | 70·8 |
| Western Europe | 1,666·4 | 69·3 | 132·6 | 201·9 | 87·3 | 151·1 | 238·4 |
| EFTA | 622·5 | 16·4 | 56·1 | 72·5 | 20·8 | 67·6 | 88·4 |
| EEC | 898·4 | 51·3 | 58·0 | 109·3 | 64·0 | 61·6 | 125·6 |
| Other Western European countries (d) | 145·5 | 1·6 | 18·5 | 20·1 | 2·5 | 21·9 | 24·4 |
| Eastern Europe and USSR | 99·4 | — | 46·6 | 46·6 | — | 34·7 | 34·7 |
| Other Non-Sterling Area | 363·5 | 13·2 | 42·3 | 55·5 | 16·1 | 43·4 | 59·5 |
| Overseas Sterling Area | 1,537·6 | 164·2 | 81·5 | 245·7 | 171·6 | 99·1 | 270·7 |
| South Africa | 236·2 | 20·5 | 9·5 | 30·0 | 26·6 | 14·9 | 41·5 |
| Australia | 256·8 | 49·3 | 14·4 | 63·7 | 55·3 | 16·3 | 71·6 |
| New Zealand | 117·4 | 7·7 | 5·9 | 13·6 | 9·0 | 8·5 | 17·5 |
| Irish Republic | 165·5 | 6·8 | 5·9 | 12·7 | 7·5 | 7·1 | 14·6 |
| India | 128·9 | 13·5 | 11·4 | 24·9 | 13·8 | 10·8 | 24·6 |
| Pakistan | 44·2 | 2·3 | 1·4 | 3·7 | 2·5 | 2·0 | 4·5 |
| West Indies | 80·6 | 3·6 | 5·4 | 9·0 | 5·6 | 5·8 | 11·4 |
| West Africa (a) | 118·8 | 37·6 | 5·2 | 42·8 | 27·9 | 10·9 | 38·8 |
| East Africa (b) | 48·4 | 3·1 | 4·7 | 7·8 | 3·2 | 5·4 | 8·6 |
| Central Africa (c) | 40·6 | 4·8 | 2·6 | 7·4 | 4·2 | 2·8 | 7·0 |
| Other Overseas Sterling Area | 300·3 | 15·0 | 15·1 | 30·1 | 16·0 | 14·6 | 30·6 |
| Other countries, n.s.d. | | 8·8 | 81·7 | 90·5 | 10·7 | 96·7 | 107·4 |
| All areas: | | | | | | | |
| Total of returns received | | 322·9 | 470·7 | 793·6 | 352·1 | 504·7 | 856·8 |
| Total – including allowance for non-response | 4,411·6 | 438 | 683 | 1,121 | 479 | 734 | 1,213 |
| Developing countries | 1,238·6 | 141 | 246 | 387 | 135 | 275 | 410 |
| Developed countries | 3,073·6 | 297 | 356 | 653 | 344 | 401 | 745 |
| Eastern Europe and USSR | 99·4 | — | 81 | 81 | — | 58 | 58 |

(a) Ghana, Nigeria, Sierra Leone, Gambia. (b) Kenya, Uganda, Tanzania. (c) Malawi, Zambia, Southern Rhodesia. (d) Includes Yugoslavia.

## INTERNATIONAL TRADE CREDIT, *continued*

### Table 3. Net credit received – amounts due from the United Kingdom at end-1963 and end-1964

SUMMARY OF RETURNS RECEIVED

£ million

| Area or country | United Kingdom imports in 1964 | Net credit outstanding | | | | | |
|---|---|---|---|---|---|---|---|
| | | end-1963 | | | end-1964 | | |
| | | Due to overseas branches, subsidiaries, associates and parents | Due to other overseas concerns | Total amount due to overseas businesses | Due to overseas branches, subsidiaries associates and parents | Due to other overseas concerns | Total amount due to overseas businesses |
| North and South America | 1,406·8 | 89·1 | 19·6 | 108·7 | 120·3 | 22·4 | 142·7 |
| United States of America | 650·7 | 54·4 | 12·8 | 67·2 | 61·7 | 14·9 | 76·6 |
| Western Europe | 1,812·9 | 44·4 | 23·0 | 67·4 | 51·8 | 24·8 | 76·6 |
| EFTA | 747·0 | 17·7 | 9·4 | 27·1 | 21·1 | 10·5 | 31·6 |
| EEC | 940·8 | 24·6 | 12·5 | 37·1 | 28·4 | 13·4 | 41·8 |
| Rest of Western Europe | 125·1 | 2·1 | 1·1 | 3·2 | 2·3 | 0·9 | 3·2 |
| Other Non-Sterling Area | 593·2 | 1·5 | 3·1 | 4·6 | 1·5 | 2·2 | 3·7 |
| Overseas Sterling Area | 1,883·2 | 28·5 | 14·3 | 42·8 | 36·8 | 13·7 | 50·5 |
| All areas: | | | | | | | |
| Total of returns received | | 163·5 | 60·0 | 223·5 | 210·4 | 63·1 | 273·5 |
| Total – including allowance for non-response | 5,696·1 | 196 | 83 | 279 | 250 | 85 | 335 |

### Table 4. Net credit extended by industrial groups at end-1963 and end-1964

SUMMARY OF RETURNS RECEIVED

£ million

| Industrial group | Net credit outstanding | | | | | |
|---|---|---|---|---|---|---|
| | end-1963 | | | end-1964 | | |
| | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total amount due from overseas businesses | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total amount due from overseas businesses |
| Food, drink and tobacco | 13·6 | 12·7 | 26·3 | 14·3 | 12·9 | 27·2 |
| Chemicals and allied industries | 59·9 | 45·6 | 105·5 | 68·8 | 52·8 | 121·6 |
| Metal manufacture | 9·6 | 36·7 | 46·3 | 8·9 | 44·7 | 53·6 |
| Engineering and electrical goods | 76·6 | 135·4 | 212·0 | 84·9 | 140·6 | 225·5 |
| Of which: | | | | | | |
| Electrical goods including electronics | 45·9 | 30·6 | 76·5 | 47·8 | 40·2 | 88·0 |
| Ships, vehicles and aircraft | 47·1 | 15·5 | 62·6 | 48·1 | 11·1 | 59·2 |
| Of which: | | | | | | |
| Motor vehicles | 44·8 | 12·0 | 56·8 | 46·0 | 14·0 | 60·0 |
| Textiles, clothing and footwear | 16·8 | 26·2 | 43·0 | 18·7 | 27·5 | 46·2 |
| Of which: | | | | | | |
| Wool (preparation, spinning and weaving) | 1·1 | 9·8 | 10·9 | 3·3 | 10·2 | 13·5 |
| Paper, board and paper products | 3·3 | 9·1 | 12·4 | 4·1 | 10·0 | 14·1 |
| Rubber | 11·8 | 5·7 | 17·5 | 11·4 | 5·6 | 17·0 |
| Other manufacturing industries | 14·3 | 30·6 | 44·9 | 19·7 | 36·4 | 56·1 |
| Distribution (merchants, etc.) | 49·3 | 86·0 | 135·3 | 45·8 | 93·7 | 139·5 |
| Other activities | 20·6 | 67·2 | 87·8 | 27·4 | 69·4 | 96·8 |
| Total of returns received | 322·9 | 470·7 | 793·6 | 352·1 | 504·7 | 856·8 |

### Table 5. Net credit received by industrial groups at end-1963 and end-1964

SUMMARY OF RETURNS RECEIVED

£ million

| Industrial group | Net credit outstanding | | | | | |
|---|---|---|---|---|---|---|
| | end-1963 | | | end-1964 | | |
| | Due to overseas branches, subsidiaries, associates and parents | Due to other overseas concerns | Total amount due to overseas businesses | Due to overseas branches, subsidiaries, associates and parents | Due to other overseas concerns | Total amount due to overseas businesses |
| Chemicals and allied industries | 13·5 | 5·7 | 19·2 | 15·6 | 7·0 | 22·6 |
| Metal manufacture | 30·2 | 0·9 | 31·1 | 48·3 | 1·1 | 49·4 |
| Engineering and electrical goods | 28·7 | 7·8 | 36·5 | 31·1 | 11·3 | 42·4 |
| Of which: | | | | | | |
| Electrical goods including electronics | 11·5 | 4·7 | 16·2 | 10·2 | 8·1 | 18·3 |
| Ships, vehicles and aircraft | 7·2 | 4·7 | 11·9 | 7·9 | 2·7 | 10·6 |
| Textiles, clothing and footwear | 2·2 | 9·7 | 11·9 | 5·5 | 10·6 | 16·1 |
| Of which: | | | | | | |
| Wool (preparation, spinning and weaving) | 0·1 | 2·4 | 2·5 | 1·6 | 1·9 | 3·5 |
| Paper, board, and paper products | 2·4 | 4·2 | 6·6 | 3·0 | 4·3 | 7·3 |
| Rubber | 5·0 | 0·3 | 5·3 | 5·2 | 0·5 | 5·7 |
| Other manufacturing industries | 4·9 | 2·3 | 7·2 | 4·3 | 2·7 | 7·0 |
| Distribution (merchants, etc.) | 45·6 | 16·3 | 61·9 | 62·3 | 17·0 | 79·3 |
| Other activities | 23·8 | 8·1 | 31·9 | 27·2 | 5·9 | 33·1 |
| Total of returns received | 163·5 | 60·0 | 223·5 | 210·4 | 63·1 | 273·5 |

## Table 6. Size distribution of net credit outstanding

SUMMARY OF RETURNS RECEIVED £ million

| Size range of total reported credit outstanding | Net credit outstanding at end-1964 | | |
|---|---|---|---|
| | Due from overseas branches, subsidiaries, associates and parents | Due from other overseas concerns | Total all overseas businesses |
| Net credit outstanding at end 1964: | | | |
| Less than £10,000 (a) (b) | —2·1 | —20·3 | —22·4 |
| £10,001-£50,000 . . | 2·5 | 21·1 | 23·6 |
| £50,001-£100,000 . . | 4·4 | 22·8 | 27·2 |
| £100,001-£250,000 . . | 11·0 | 49·7 | 60·7 |
| £250,001-£500,000 . . | 16·7 | 44·8 | 61·5 |
| £500,001-£1,000,000 . | 30·4 | 52·3 | 82·7 |
| Over £1,000,000 . . | 289·2 | 334·3 | 623·5 |
| Total of returns received | 352·1 | 504·7 | 856·8 |

(a) Including a number of returns which recorded advance payments received in excess of gross credit extended.
(b) Small firms who were not approached and are consequently not included in this table are thought to have extended credit to a value of some £10 million at end-1964.

concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Isles. The Republic of Ireland was regarded as an overseas country.

No approach was made to government departments, public corporations, oil companies or to most small firms. Companies were asked to make returns for their accounting years if information was not available for calendar years. 'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents and payments received or made, and as such included in 'Accounts Receivable' or 'Accounts Payable' in companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on sub-contract by other United Kingdom registered companies. Work done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as sub-contractors, account was taken only of that part of a contract which related to United Kingdom companies.

Debts for which companies had been reimbursed by ECGD were excluded, but firms were asked to include that part of outstanding debts not covered by ECGD. Deposits or progress payments in advance of the shipment of exports were recorded separately. Firms were asked to return as credit goods exported on consignment and not paid for by the end of each reporting period. Values used were to be those in companies' books even though the eventual realized values might be different. There were separate headings for the nominal value of bank or trade bills or promissory notes connected with companies' overseas trading transactions which had been discounted with, or assigned to, a bank in the United Kingdom and which had not matured by the end of each reporting period. Bills lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned, were also returned separately.

Companies were also asked to return, at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

In the tables: n.s.d. means 'not separately distinguished'
0 means less than half the final digit shown
.. means 'not available'.

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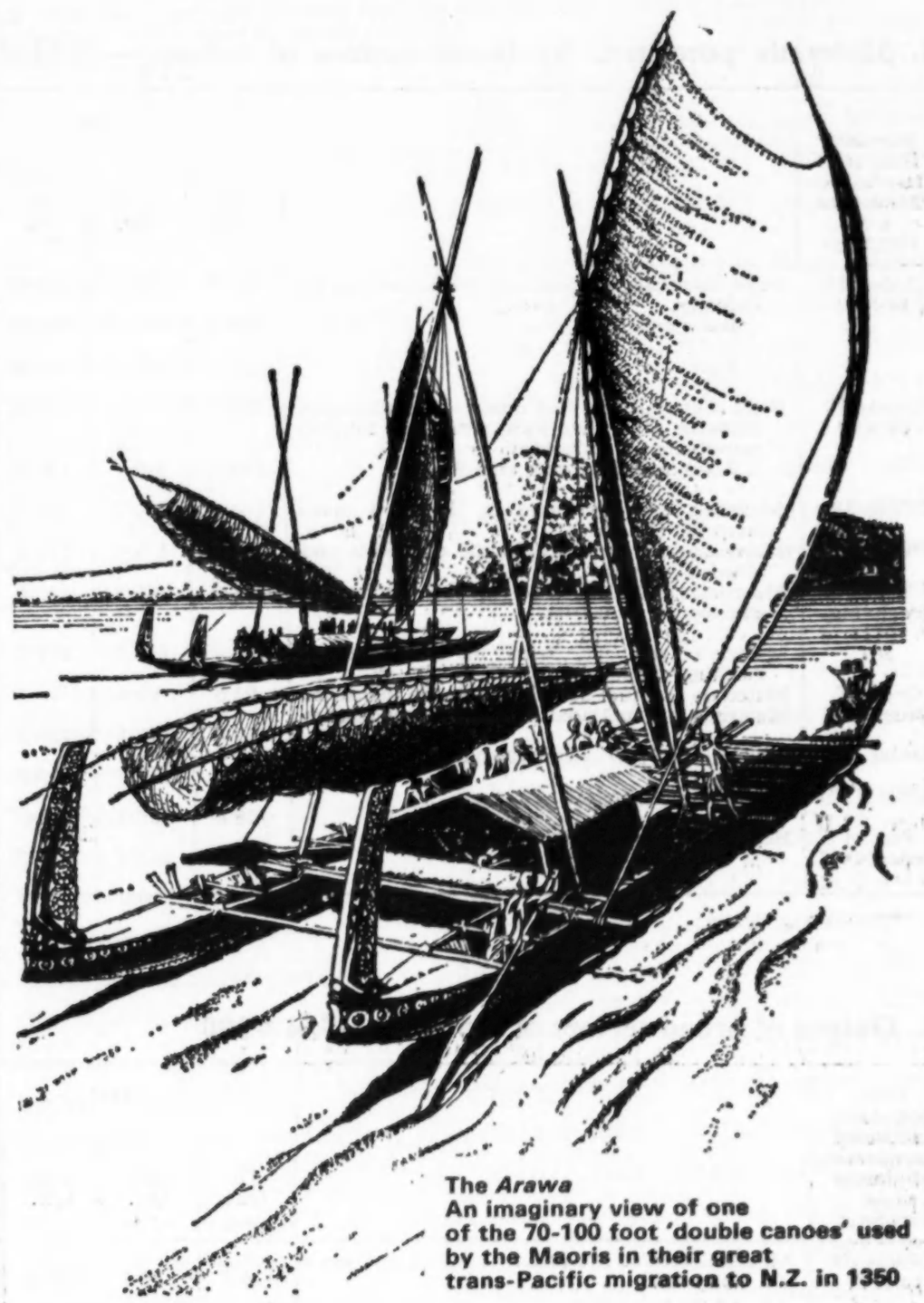

The *Arawa*
An imaginary view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350

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WHOLESALE PRICE INDICES

# Higher prices for materials

PRICES OF MATERIALS and fuel have continued to rise. The provisional index for April-May was 2 per cent higher than in the first quarter of the year and nearly 5 per cent more than a year earlier. Most of the recent increase has occurred in the non-food sector, and was due mainly to the sharp rise in copper prices. Later information for the food sector indicates that these prices, which fell back in February from the high January level, have since edged up again.

Output prices rose at a slightly faster rate in April-May. The provisional index was nearly 1 per cent higher than in the first quarter. The output index had begun to rise more slowly in the second quarter of last year and between then and the first quarter this year the rise was about 1½ per cent. Both the food and non-food sectors contributed to the recent rise in prices.

## 1. Materials purchased by broad sectors of industry—1954=100

| 1958 Standard Industrial Classification Minimum List Headings | | 1965 | | | | 1966 | 1965 | | | | 1966 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | May | Oct. | Nov. | Dec. | Jan. | Feb. | March | April | May |
| Orders III to XVI | Basic materials and fuel used in manufacturing industry. | 107·7 | 107·6 | 106·9 | 108·1 | 110·3* | 107·6 | 107·4 | 107·8 | 108·9 | 110·0 | 110·4 | 110·4* | 112·2* | 113·3* |
| | Basic materials | 103·3 | 103·2 | 102·3 | 103·5 | 105·9* | 103·3 | 103·0 | 103·2 | 104·1 | 105·6 | 105·9 | 106·0* | 107·1* | 108·2* |
| | Fuel | 141·2 | 141·1 | 141·8 | 143·4 | 144·3* | 140·9 | 142·9 | 143·3 | 143·8 | 143·8 | 144·5 | 144·5* | 151·8* | 151·8* |
| Orders IV to XVI | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries. | 109·7 | 110·9 | 110·5 | 111·5 | 113·7* | 111·3 | 111·1 | 111·4 | 111·9 | 113·0 | 114·1 | 114·0* | 116·4* | 117·8* |
| | Basic materials other than fuel | 104·2 | 105·7 | 105·0 | 106·0 | 108·4* | 106·1 | 105·6 | 105·9 | 106·4 | 107·6 | 108·8 | 108·7* | 110·2* | 111·9* |
| 211 to 229 | Materials and fuel used in the food manufacturing industries. | 104·8 | 102·2 | 100·3 | 102·0 | 103·9* | 101·6 | 101·0 | 101·6 | 103·4 | 104·6 | 103·5 | 103·7* | 103·8* | 104·0* |
| 263 to 277 | Materials and fuel used in the chemicals and allied industries. | 116·1 | 118·1 | 117·1 | 116·9 | 117·2* | 118·1 | 116·7 | 116·9 | 117·0 | 117·3 | 117·4 | 116·8* | 117·7* | 117·8* |
| 331 to 349 (excluding 342) | Materials and fuel used in the mechanical engineering industries. | 138·6 | 140·4 | 140·6 | 142·5 | 146·6* | 140·6 | 141·5 | 142·7 | 143·4 | 145·0 | 147·1 | 147·7* | 151·1* | 150·8* |
| 361 | Materials and fuel used in the electrical machinery industry. | 128·9 | 130·8 | 131·2 | 133·8 | 138·9* | 131·1 | 132·4 | 134·0 | 135·1 | 137·2 | 139·7 | 140·1* | 144·2* | 144·7* |
| Order X | Materials and fuel used in the textile industries | 93·6 | 93·8 | 94·3 | 96·3 | 96·3* | 94·0 | 95·7 | 96·5 | 96·7 | 96·0 | 96·3 | 97·7* | 98·2* | 98·3* |
| Order XIV | Materials and fuel used in the timber industries | 119·4 | 119·8 | 120·3 | 120·6 | 121·0* | 119·9 | 120·4 | 120·6 | 120·8 | 120·8 | 121·0 | 121·3* | 121·6* | 121·8* |
| Order XV | Materials and fuel used in the paper industries | 114·9 | 115·0 | 115·2 | 113·3 | 113·1* | 114·9 | 114·2 | 112·9 | 112·7 | 113·0 | 113·2 | 113·2* | 114·7* | 114·7* |
| Order XVII | Construction materials | 128·8 | 130·3 | 130·9 | 131·4 | 131·9* | 130·3 | 131·2 | 131·4 | 131·6 | 131·5 | 131·9 | 132·4* | 133·8* | 134·0* |
| Part of Order XVII | House building materials | 129·8 | 131·5 | 132·2 | 132·6 | 133·3* | 131·5 | 132·4 | 132·6 | 132·8 | 132·8 | 133·2 | 133·8* | 134·5* | 134·8* |

*Provisional figure.

## 2. Output of broad sectors of industry—1954=100

| 1958 Standard Industrial Classification Minimum List Headings | | 1965 | | | | 1966 | 1965 | | | | 1966 | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | 1st Qtr. | May | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | April | May |
| Orders III to XVI | All manufactured products: Total sales | 126·5 | 128·4 | 129·1 | 129·7 | 130·9* | 128·5 | 129·4 | 129·7 | 130·2 | 130·3 | 131·0 | 131·4* | 131·7* | 131·8* |
| | Home market sales | 127·5 | 129·8 | 130·4 | 130·9 | 131·8* | 129·9 | 130·6 | 130·9 | 131·3 | 131·4 | 131·8 | 132·3* | 132·7* | 132·8* |
| Orders IV to XVI | Products of manufacturing industries, other than food, drink and tobacco: Total sales | 126·9 | 127·7 | 128·6 | 129·3 | 130·5* | 127·8 | 128·9 | 129·3 | 129·5 | 129·8 | 130·6 | 131·1* | 131·5* | 131·6* |
| | Home market sales | 128·3 | 129·2 | 129·9 | 130·5 | 131·4* | 129·2 | 130·2 | 130·5 | 130·7 | 130·9 | 131·3 | 131·9* | 132·5* | 132·6* |
| 211 to 229 | Products of the food manufacturing industries: Home market sales | 120·8 | 120·3 | 120·1 | 121·1 | 122·3* | 120·2 | 120·4 | 120·5 | 122·4 | 121·7 | 122·5 | 122·8* | 123·0* | 123·5* |
| 263 to 277 | Chemicals and allied industries: Total sales | 107·9 | 108·3 | 108·1 | 108·0 | 108·9* | 108·3 | 107·9 | 108·0 | 108·0 | 108·4 | 109·0 | 109·3* | 109·2* | 109·2* |
| | Home market sales | 109·4 | 109·7 | 109·3 | 109·2 | 109·9* | 109·8 | 109·1 | 109·2 | 109·3 | 109·7 | 110·0 | 110·1* | 110·0* | 110·0* |
| 311 and 312 | Iron and steel industries: Total sales | 130·2 | 131·7 | 132·2 | 132·1 | 132·5 | 131·8 | 132·1 | 132·0 | 132·3 | 132·4 | 132·6 | 132·4 | 136·2* | 136·3* |
| | †Home market sales | 135·3 | 136·7 | 137·2 | 137·1 | 137·2 | 136·9 | 137·1 | 137·1 | 137·1 | 137·1 | 137·2 | 137·2 | 141·8* | 141·9* |
| Order X | Textile industries other than clothing: Total sales | 111·4 | 111·7 | 111·3 | 112·0 | 112·7* | 112·0 | 111·8 | 112·2 | 111·8 | 112·4 | 112·8 | 113·4* | 113·0* | 113·0* |
| | Home market sales | 109·4 | 109·8 | 110·2 | 111·0 | 111·4* | 110·1 | 110·9 | 111·1 | 111·1 | 111·2 | 111·3 | 111·5* | 111·8* | 111·8* |
| Order XII | Clothing and footwear: Home market sales | 114·1 | 115·1 | 115·7 | 116·3 | 117·3* | 115·2 | 116·1 | 116·3 | 116·6 | 117·2 | 117·3 | 117·6* | 118·2* | 118·3* |
| Order XIV | Timber industries: Home market sales | 121·1 | 121·7 | 122·9 | 123·5 | 124·3* | 121·8 | 123·3 | 123·6 | 123·7 | 124·1 | 124·3 | 124·6* | 124·7* | 124·7* |
| 481 to 483 | Paper industries: Home market sales | 118·3 | 118·7 | 118·6 | 119·0 | 119·9* | 118·7 | 118·6 | 119·1 | 119·4 | 119·6 | 120·0 | 120·1* | 120·3* | 120·3* |
| Order XVI | New construction‡ | 132 | 133 | 134 | 136 | 138* | | | | 136 | | | 138* | | |

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

**Materials and Fuels Used in Broad Sectors of Industry**

The small upwards movement in the food index in May compared with the revised April figure is attributed to higher figures for home bred meat, home bred pigs and imported bacon. These increases were only partially offset by decreases in prices of some imported cereals, sugar and cocoa. In the non-food sector the provisional figures for April-May show each of the index numbers for broad groups of industries higher than in the first quarter. The largest increases occurred in the engineering and allied industries under the influence of the very high copper prices. Both the construction materials and the house building materials index numbers were up on the first quarter.

**Output of Broad Sectors of Industry**

The rise of half per cent in the output prices of the food manufacturing industry during May was caused mainly by increased prices for bacon although there were rises in a number of other commodities. In the non-food sector most of the index numbers for the broad industry groups increased in April-May, including clothing and footwear and iron and steel. The provisional index for new construction in the first quarter was about 1½ per cent up on the previous quarter and 4 per cent more for a year earlier.

## 3 (a). Commodities produced in the United Kingdom—1954—100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

| | 1965 | | 1966 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Coal† | 152·1 | 158·5 | 159·6 | 172·0 | 172·0* |
| Slates | 172·5 | 183·9 | 183·9 | 183·9 | 183·9 |
| Salt | 110·7 | 111·0 | 111·0 | 110·6 | 110·6* |
| Flour | 117·3 | 117·3 | 117·3 | 117·3 | 117·3* |
| Sugar, refined | 116·0 | 108·6 | 113·0 | 111·5 | 111·2 |
| Chocolate and sugar confectionery | 111·1 | 110·8 | 111·2 | 111·3* | 111·4* |
| Beer | 126·8 | 127·6 | 128·1 | 128·1* | 128·1* |
| Tobacco and cigarettes | 154·6 | 154·6 | 154·6 | 154·6 | 154·6 |
| Hard coke | 177·0 | 177·0 | 177·2 | 186·5 | 186·5 |
| Motor spirit, standard grade (including duty) | 122·7 | 122·7 | 122·7 | 122·7 | 122·7 |
| Medium fuel oil (950 secs.) | 138·9 | 138·9 | 138·9 | 138·9 | 138·9 |
| Lubricating oils and greases | 128·9 | 130·0 | 130·0 | 130·0 | 130·0* |
| General chemicals | 100·9 | 101·2 | 102·6 | 103·0* | 103·1* |
| Pharmaceutical chemicals | 64·0 | 62·7 | 62·5 | 59·0 | 57·9* |
| Pharmaceutical preparations | 101·2 | 101·8 | 103·1 | 102·9 | 102·8* |
| Toilet preparations | 140·8 | 142·5 | 144·5 | 146·5 | 147·4* |
| Paint for building and decorating | 116·3 | 116·3 | 116·5 | 116·7 | 116·7* |
| Soap | 156·2 | 155·1 | 154·7 | 154·7* | 154·7* |
| Soapless detergents | 106·4 | 106·4 | 106·4 | 106·4 | 106·4* |
| Synthetic resins and plastic materials | 74·8 | 74·8 | 74·6 | 74·6* | 74·5* |
| Steel sheets | 135·6 | 135·2 | 135·2 | 140·5 | 140·5 |
| Tinplate | 125·3 | 127·2 | 127·2 | 131·7 | 131·7 |
| Other steel goods (excluding tubes) | 136·3 | 136·5 | 136·7 | 141·2 | 141·4* |
| Steel tubes | 142·5 | 144·2 | 144·2 | 148·6 | 148·6 |
| Iron castings | 149·5 | 150·9 | 152·7 | 154·8* | 155·4* |
| Aluminium and aluminium alloy products: | | | | | |
| Extruded and drawn | 145·2 | 145·2 | 145·2 | 151·2 | 151·9* |
| Rolled | 136·3 | 136·3 | 136·3 | 141·6 | 142·2 |
| Castings | 144·1 | 144·1 | 144·1 | 146·6 | 150·7 |
| Forgings | 138·3 | 138·3 | 138·3 | §138·3 | 138·3* |
| Brass, ingot 65-35, B.S. 1400: B3, delivered | 139·7 | 167·6 | 223·6 | 221·9 | 197·5 |
| Photographic paper and films, etc. | 126·0 | 126·1 | 126·1 | 126·4 | 126·4* |
| Spectacles, etc. | 130·2 | 140·4 | 140·4 | 140·4 | 140·4 |
| Dental goods | 139·3 | 142·7 | 142·8 | 142·9 | 142·9 |
| Gramophone records | 138·5 | 138·5 | 146·3 | 146·5 | 146·5* |
| Domestic electrical appliances | 102·0 | 101·7 | 102·1 | 102·7 | 102·8* |
| Perambulators, etc.‡ | 128·0 | 129·0 | 130·5 | 130·5* | 130·5* |
| Tools and implements | 151·4 | 152·0 | 154·1 | 154·7 | 155·8 |

| | 1965 | | 1966 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Cutlery | 136·2 | 136·1 | §137·5 | 137·5 | 137·5* |
| Cutlery (other than razors and razor blades) | 140·8 | 140·3 | §144·8 | 144·8 | 137·8* |
| Spoons and forks | 157·9 | 157·8 | 161·1 | 161·4 | 163·2* |
| Galvanized cisterns, tanks and cylinders | 163·3 | 163·3 | 163·3 | 163·3 | 163·3 |
| Domestic hollow-ware | 156·5 | 162·6 | 167·1 | 158·5 | 168·5* |
| Domestic gas appliances | 113·2 | 113·2 | 113·5 | 113·5 | 113·5 |
| Cotton yarn | 97·3 | 97·4 | 98·2 | 98·2 | 98·8 |
| Spun rayon yarn | 106·8 | 105·4 | 104·0 | 104·0* | 104·0* |
| Irish linen yarns (wetspun) | 126·3 | 124·3 | 127·3 | 127·6 | 127·6* |
| Cotton cloth | 105·6 | 107·0 | 107·0 | 107·0 | 106·9* |
| Linen | 131·0 | 135·8 | 136·2 | 136·2 | 136·2* |
| Rayon and acetate fabric | 119·8 | 120·9 | 121·0 | 121·0* | 121·0* |
| Wool tops | 78·4 | 84·5 | 80·3 | 81·7 | 82·6* |
| Worsted yarns | 91·1 | 97·3 | 97·0 | 97·5 | 97·5* |
| Harris tweed | 108·3 | 111·8 | 111·8 | 111·8 | 115·3 |
| Serge cloth | 97·7 | 101·7 | 102·2 | 103·3 | 103·3* |
| Jute yarn | 128·4 | 125·4 | 134·2 | 134·2 | 134·2* |
| Jute piece-goods | 128·9 | 128·4 | 141·9 | 141·9 | 141·9* |
| Rope, twine and net | 122·4 | 122·4 | 119·5 | 119·6 | 119·6* |
| Hosiery and other knitted goods | §100·6 | §101·4 | 102·1 | 102·1* | 102·1* |
| Carpets and rugs | 127·7 | 127·9 | 127·6 | 127·6* | 127·6 |
| Canvas goods and sacks | 111·6 | 116·7 | 121·3 | 121·3 | 121·3 |
| Leather for footwear | 109·7 | 114·7 | 127·3* | 127·6* | 127·6* |
| Travel goods | 127·8 | 128·9 | 132·3 | 132·3 | 136·2 |
| Made-up clothing | 114·7 | 115·8 | 116·6 | 117·1* | 117·1* |
| Weatherproof outerwear | 104·6 | 106·5 | 105·7 | 106·2* | 106·2* |
| Men's and boys' tailored outerwear | 116·9 | 118·0 | 118·8 | 119·3* | 119·3* |
| Women's and girls' tailored outerwear | 111·7 | 112·3 | 115·9 | 116·6 | 116·8* |
| Women's and girls' light outerwear | 112·3 | 113·9 | 114·7 | 114·7* | 114·7* |
| Footwear (excluding rubber) | 114·9 | 115·9 | 118·3 | 119·3* | 119·4* |
| Refractory goods, including bricks | 149·8 | 150·0 | 150·1 | 150·2* | 150·2* |
| Non-refractory goods, including bricks | §133·5 | 133·5 | 133·6 | 133·9* | 134·3* |
| Building bricks, common, other than fletton, *ex works.* | §140·5 | 140·5 | 140·1 | 140·8* | 141·2* |
| Building bricks, fletton common, *delivered.* | 119·3 | 119·3 | 120·0 | 120·0 | 120·0 |
| Electrical porcelain | 132·8 | 137·6 | 137·6 | 137·6* | 137·6* |
| Domestic china and earthenware | 146·1 | 150·8 | 151·0 | 151·3* | 152·9* |
| Glass (other than containers) | 135·6 | 137·6 | 138·0 | 139·5 | 140·8* |
| Glass containers | 130·7 | 130·7 | 130·7 | 130·7 | 130·7 |

* Provisional figure. † This index is based on prices ruling on the last day of the month. § Revised figure. ‡ Revised figures for January and February 1966 = 130·5.

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## WHOLESALE PRICES, *continued*

### 3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

| | 1965 | | 1966 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Cement, delivered | 124·5 | 131·0 | 128·0 | 128·0 | 128·0 |
| Abrasive paper and cloth | 132·1 | 132·1 | 132·1 | 132·1 | 132·1 |
| Cast stone and cast concrete products | 118·1 | 118·5 | 118·9 | 118·9* | 118·9* |
| Home-grown hardwood | 106·4 | 107·8 | 106·7 | 107·2* | 107·3* |
| Domestic furniture | 123·0 | 125·8 | 126·9 | 126·8* | 126·8* |
| Bedding, etc. | 118·0 | 118·5 | 121·3 | 121·3 | 121·3* |
| Wooden boxes, packing cases, crates, etc. | 124·9 | 127·3 | 127·3 | 129·1 | 129·1* |
| Paper and board | 115·0 | 155·1 | 115·4 | 115·4* | 115·4* |
| Cardboard boxes, cartons and fibreboard packing cases. | 120·1 | 121·3 | 123·0 | 123·0* | 123·0* |
| Wallpaper | 138·0 | 138·0 | 138·0 | 138·0 | 138·0 |
| Paper bags | 123·2 | 123·2 | 124·1 | 124·5 | 124·5 |
| Manufactured stationery | 123·7 | 123·7 | 125·6 | 126·3* | 126·3* |
| Other manufactures of paper and board | 112·1 | 112·1 | 112·5 | 114·4 | 114·4 |
| Rubber tyres and tubes | 127·0 | 130·0 | 130·0 | 130·0* | 130·0 |
| Rubber goods (other than tyres and tubes) | 121·6 | 121·9 | 122·3 | 122·4* | 122·4* |
| Rubber footwear | 135·7 | 135·0 | 135·0 | 135·4 | 135·4 |
| Linoleum and felt base | 142·0 | 142·0 | 145·6 | 148·2 | 150·8 |
| Brushes and brooms | 142·8 | 143·0 | 145·1 | 145·1* | 145·1* |
| Toys and games | 126·0 | 127·1 | 132·2 | 131·7* | 131·7* |
| Sports equipment | 137·2 | 139·4 | 143·9 | 143·9 | 143·9* |
| Pens and pencils | 115·4 | 115·7 | 116·0 | 116·0* | 116·0* |
| Other stationers' goods | 133·4 | 133·4 | 133·4 | 133·4 | 133·4 |
| Plastic mouldings | 105·8 | 106·2 | 106·2 | 105·8* | 105·8* |

* Provisional figure.

### 3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

| | 1965 | | 1966 | | |
|---|---|---|---|---|---|
| | May | Nov. | Mar. | April | May |
| Hides and skins | 94·2 | 103·9 | 137·2 | 141·7 | 142·4* |
| Imported | 100·7 | 110·9 | 151·6 | 157·1 | 157·1* |
| Native | 84·4 | 93·3 | 115·6 | 118·7 | 120·4* |
| Non-ferrous metals: | | | | | |
| Aluminium, virgin ingot, delivered | 125·6 | 125·6 | 125·6 | 125·6 | 125·6 |
| Copper, ex-ship, wharf or warehouse† | 201·1 | 214·3 | 273·4 | 278·2 | 242·7 |
| Lead, ex-ship, wharf or warehouse† | 113·9 | 112·5 | 110·1 | 105·5 | 98·5 |
| Nickel, refined, delivered | 131·9 | 131·9 | 131·9 | 131·9 | 131·9 |
| Tin, ingot, min. 99·75 per cent, settlement price | 212·6 | 192·7 | 190·2 | 189·7 | 185·9 |
| Zinc, ex-ship, wharf or warehouse | 150·2 | 138·5 | 139·5 | 129·2 | 125·2 |
| Oils, resins and gums: | | | | | |
| Linseed oil, crude, naked, ex-works | 115·8 | 102·9 | 103·9 | 101·9 | 101·9* |
| Palm oil, c.i.f., in bulk | 130·8 | 109·1 | 106·7 | 102·3 | 102·3* |
| Whale oil, acid, soft, naked, ex-works | 105·6 | 85·5 | 86·1 | 89·9 | 89·9* |
| Pyrites, c.i.f., United Kingdom ports | 62·4 | 64·1 | 63·5 | 71·6 | 71·6 |
| Rubber, No. 1 R.S.S. one month future | 109·6 | 98·5 | 104·3 | 100·8 | 102·1 |
| Sulphur, crude (for acid making), c.i.f. | 71·9 | 82·0 | 104·7 | 104·7 | 104·7* |
| Textiles: | | | | | |
| Coir yarn, c.i.f. United Kingdom ports | 157·1 | 158·1 | 160·3 | 161·1 | 161·4* |
| Cotton, raw | 70·9 | 69·9 | 69·1 | 68·5 | 68·3* |
| Jute, raw, 'Export Firsts', c.i.f. Dundee | 152·0 | 140·8 | 166·9 | 164·9 | 164·9* |
| Jute, raw, 'Export Lightnings', c.i.f. Dundee | 152·9 | 130·8 | 163·7 | 166·6 | 167·2* |
| Silk, raw, delivered mill | 143·1 | 145·1 | 158·0 | 157·8 | 144·0 |
| Sisal, East Africa No. 1 Grade, c.i.f. London | 108·6 | 95·1 | 95·7 | 93·4 | 98·0 |
| Wool, raw | 76·3 | 84·3 | 85·6 | 87·1 | 87·1* |
| Crossbred, medium and coarse, c.i.f. U.K. | 89·4 | 95·2 | 90·6 | 90·2 | 90·2* |
| Crossbred, fine, c.i.f. U.K. | 75·2 | 87·1 | 88·1 | 90·6 | 90·6* |
| Merino, c.i.f. U.K. | 70·0 | 78·4 | 82·1 | 83·7 | 83·7* |
| Timber: | | | | | |
| Imported hardwood (ex-yard or wharf) | 115·0 | 115·6 | 116·9 | 116·9* | 117·4* |
| Imported plywood (delivered to consumers) | 115·7 | 116·1 | 116·6 | 116·5 | 116·4 |
| Imported softwood (delivered to consumers) | 118·4 | 118·4 | 118·4 | 118·7 | 118·7* |
| Woodpulp, imported | 104·4 | 101·2 | 100·9 | 100·7 | 100·9 |

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

## NOTES ON WHOLESALE PRICES

**Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.**

*The notes on index numbers of wholesale prices* (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25 1966.


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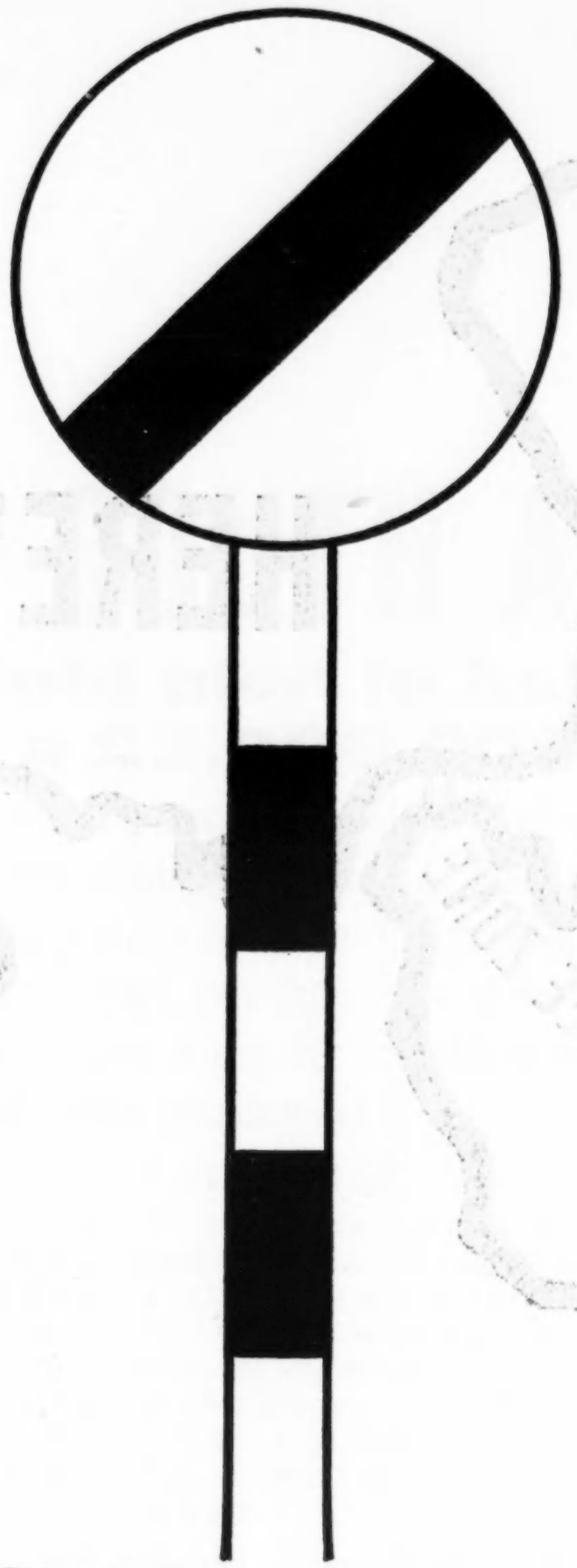

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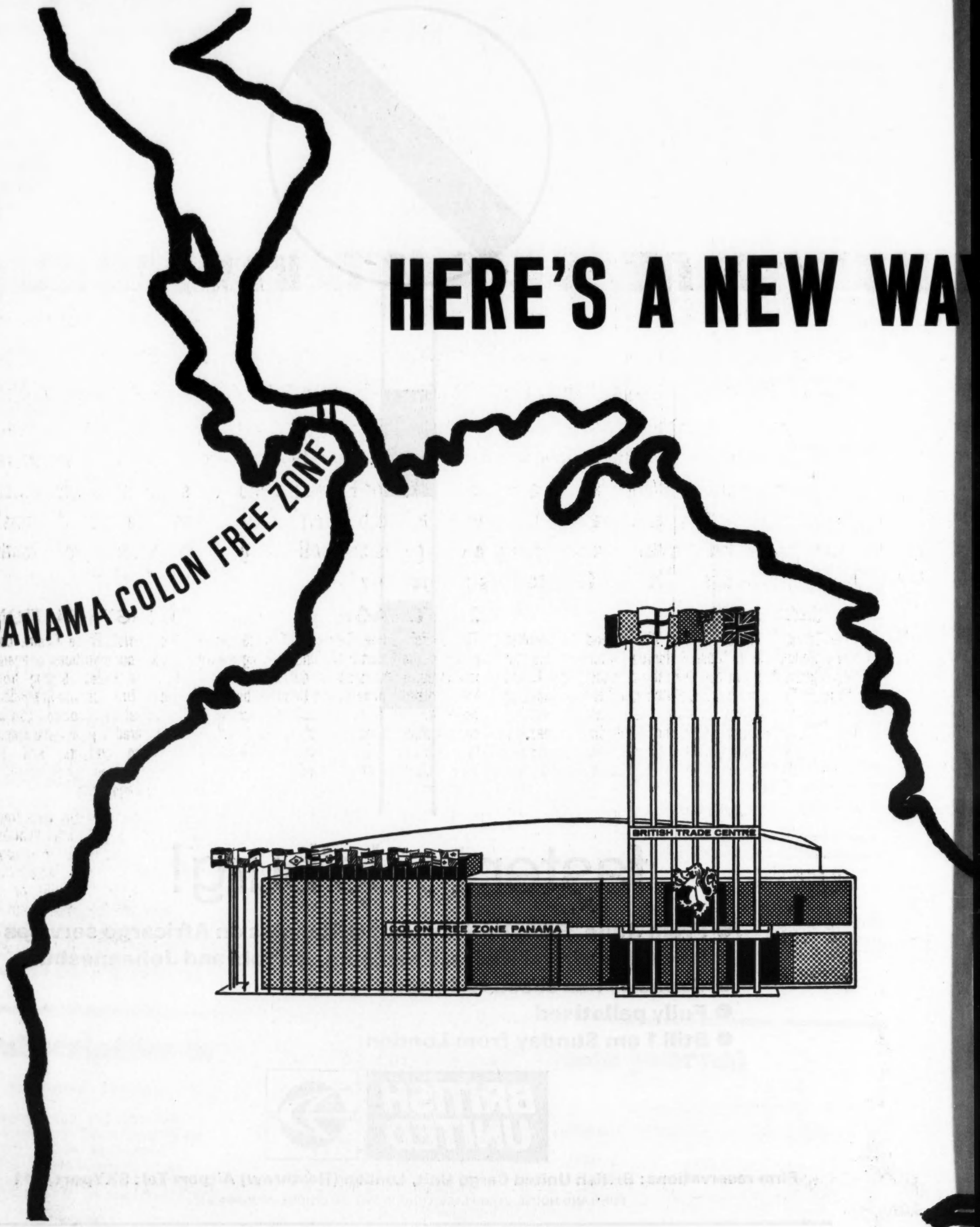
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# Turnover of the catering trades, laundries and dry-cleaners and hairdressers in April

IN APRIL, as in recent months, the total turnover of each of the catering, laundry and dry-cleaning, and hairdressing trades showed an increase when compared with a year earlier. Catering trade business continued to show roughly the same rate of growth as in recent months. The hairdressing and laundry and dry-cleaning trades showed only a modest rise in turnover in April compared with April 1965, but these businesses appear subject to fluctuations due to Easter; taking March and April together to allow for Easter being a week earlier this year and so causing more of the extra Easter trade to come within the March period indicates, however, that the turnover of both these kinds of business continued to increase at about the same rate as in recent months.

**Catering trades**

The total turnover of the catering trades in April was 6 per cent higher than a year earlier. This was a rise fairly similar to the average of recent months.

Of the four kinds of business shown separately in Table 1, public houses and canteens showed increases when compared with a year earlier fairly much in line with the average of recent months. The increase in turnover recorded in April this year compared with April were about 3 per cent higher than a year earlier, a rise similar and restaurants, cafes, etc. was rather lower than the average of recent months.

**Laundries and dry-cleaners**

Taking March and April together to eliminate the effect of Easter, the total turnover of laundries and dry-cleaners was about 4½ per cent higher than a year earlier, a rise fairly similar to that for the earlier months of the year and for 1965 as a whole.

Dry-cleaners showed in April a fall in turnover of 1 per cent from the level of business in April 1965, but an increase in March 1966 of 14 per cent when compared with March last year. This difference is due to Easter this year being a week earlier than in 1965 so that much of the extra activity in this trade fell in the March period this year in contrast to last year when it fell in the April period. To allow for the effect of the varying date of Easter it is, therefore, more appropriate to combine the figures for March and April which show that business was on average about 6 per cent higher than during the corresponding period of 1965 – a rise which was very much in line with the earlier months of this year and 1965 as a whole.

The turnover of laundries during March and April showed an increase, on average, when compared with a year earlier, similar to those during the earlier months of 1966 and the first half of 1965, but somewhat lower than those recorded during the latter half of last year.

**Hairdressers**

The turnover of all hairdressers in the months of March and April were about 3 per cent higher than a year earlier, a rise similar to that on average during recent months. A fairly similar experience was recorded by women's, etc. hairdressers. The rise of about 5 per cent recorded by men's hairdressers-tobacconists was, however, somewhat higher than during the earlier months of this year, but this may be due in some measure to what appears to be a low level of business for the time of year during March and April 1965.

**Table I. Catering trades**

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

| Kind of business (Turnover in 1964) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL CATERERS: (£1,985 million) | 1964 | 100 | 84 | 101 | 115 | 101 | 82 | 81 | 87 | 91 | 103 | 107 | 118 | 119 | 108 | 100 | 93 | 108 |
| | 1965 | 106 | 88 | 108 | 119 | 107 | 85 | 88 | 90 | 101 | 105 | 116 | 123 | 124 | 113 | 108 | 98 | 114 |
| | 1966 | 97(b) | 94 | | | | 91 | 92 | 97 | 107 | | | | | | | | |
| | 1965 | +6 | +5 | +7 | +4 | +6 | +3 | +8 | +4 | +11 | +1 | +9 | +4 | +4 | +4 | +8 | +5 | +6 |
| | 1966 | +7(c) | +7 | | | | +7 | +5 | +8 | +6 | | | | | | | | |
| Licensed hotels and holiday camps (£286 million) | 1964 | 100 | 67 | 105 | 140 | 88 | 61 | 63 | 75 | 84 | 103 | 124 | 146 | 152 | 126 | 104 | 76 | 84 |
| | 1965 | 105 | 71 | 111 | 146 | 94 | 64 | 69 | 77 | 92 | 102 | 133 | 153 | 158 | 130 | 112 | 80 | 89 |
| | 1966 | 79(b) | 74 | | | | 69 | 71 | 82 | 95 | | | | | | | | |
| | 1965 | +5 | +5 | +6 | +4 | +7 | +5 | +10 | +3 | +10 | Nil | +7 | +5 | +4 | +3 | +8 | +6 | +7 |
| | 1966 | +5(c) | +5 | | | | +7 | +2 | +7 | +3 | | | | | | | | |
| Restaurants, cafes, etc., and fish and chip shops (£521 million) | 1964 | 100 | 84 | 103 | 118 | 95 | 80 | 82 | 88 | 92 | 104 | 110 | 120 | 127 | 110 | 98 | 94 | 95 |
| | 1965 | 106 | 89 | 110 | 125 | 103 | 86 | 88 | 91 | 101 | 104 | 121 | 127 | 134 | 116 | 107 | 99 | 102 |
| | 1966 | 96(b) | 93 | | | | 91 | 91 | 97 | 104 | | | | | | | | |
| | 1965 | +6 | +6 | +7 | +6 | +8 | +6 | +7 | +4 | +10 | Nil | +9 | +5 | +6 | +6 | +9 | +6 | +8 |
| | 1966 | +5(c) | +5 | | | | +6 | +3 | +6 | +3 | | | | | | | | |
| Public houses (£1,033 million) | 1964 | 100 | 85 | 99 | 110 | 106 | 86 | 82 | 88 | 90 | 103 | 103 | 114 | 112 | 104 | 99 | 95 | 120 |
| | 1965 | 106 | 89 | 107 | 114 | 112 | 87 | 89 | 90 | 103 | 104 | 113 | 118 | 116 | 109 | 108 | 99 | 126 |
| | 1966 | 100(b) | 97 | | | | 94 | 96 | 100 | 111 | | | | | | | | |
| | 1965 | +6 | +4 | +8 | +4 | +6 | +1 | +9 | +3 | +14 | +1 | +10 | +3 | +3 | +5 | +9 | +5 | +5 |
| | 1966 | +8(c) | +9 | | | | +8 | +7 | +10 | +8 | | | | | | | | |
| Canteens (d) (£145 million) | 1964 | 100 | 99 | 100 | 94 | 107 | 99 | 101 | 98 | 103 | 100 | 97 | 93 | 86 | 101 | 106 | 111 | 105 |
| | 1965 | 104 | 107 | 102 | 96 | 112 | 106 | 107 | 108 | 101 | 110 | 97 | 96 | 91 | 100 | 109 | 117 | 111 |
| | 1966 | 108(b) | 110 | | | | 109 | 109 | 111 | 104 | | | | | | | | |
| | 1965 | +4 | +8 | +2 | +2 | +5 | +7 | +6 | +10 | —1 | +10 | Nil | +3 | +5 | —1 | +3 | +5 | +6 |
| | 1966 | +3(c) | +2 | | | | +3 | +2 | +3 | +3 | | | | | | | | |

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The April 1966 period was the four weeks from April 3, 1966 to April 30, 1966; the April 1965 period was from April 4, 1965 to May 1, 1965.
(b) Index number for period January to April, 1966.
(c) Percentage change for period January to April, 1966, compared with corresponding period of 1965.
(d) Includes catering contractors; outside catering contractors are included with resturants, cafes, etc.

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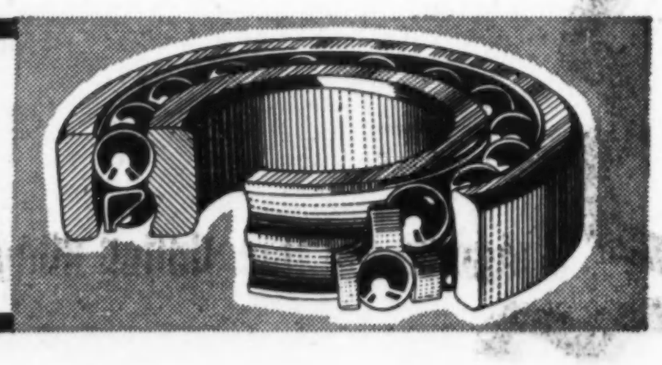


## Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million) | 1963 | 110 | 106 | 114 | 113 | 107 | 100 | 103 | 114 | 112 | 118 | 112 | 116 | 107 | 115 | 114 | 110 | 99 |
| | 1964 | 115 | 110 | 120 | 116 | 112 | 109 | 111 | 109 | 119 | 119 | 120 | 119 | 111 | 117 | 119 | 114 | 106 |
| | 1965 | 121 | 114 | 124 | 124 | 120 | 111 | 114 | 117 | 120 | 129 | 124 | 127 | 121 | 124 | 128 | 122 | 113 |
| | 1966 | 121(b) | 121 | | | | 112 | 122 | 127 | 121 | | | | | | | | |
| | 1965 | +5(c) | +4 | +4 | +7 | +7 | +2 | +2 | +8 | +1 | +8 | +3 | +7 | +9 | +6 | +8 | +7 | +7 |
| | 1966 | +5(c) | +6 | | | | +2 | +7 | +8 | +1 | | | | | | | | |
| Laundries (£67 million) | 1963 | 109 | 108 | 111 | 110 | 107 | 104 | 107 | 112 | 107 | 113 | 112 | 114 | 105 | 112 | 112 | 110 | 100 |
| | 1964 | 114 | 112 | 117 | 114 | 112 | 114 | 112 | 109 | 116 | 115 | 120 | 117 | 110 | 114 | 116 | 115 | 107 |
| | 1965 | 119 | 116 | 121 | 121 | 119 | 115 | 116 | 118 | 115 | 126 | 121 | 124 | 118 | 120 | 125 | 122 | 113 |
| | 1966 | 120(b) | 121 | | | | 116 | 122 | 123 | 118 | | | | | | | | |
| | 1965 | +5(c) | +4 | +3 | +6 | +7 | +1 | +3 | +8 | Nil | +10 | +1 | +6 | +8 | +5 | +8 | +6 | +6 |
| | 1966 | +3(c) | +4 | | | | +1 | +6 | +5 | +2 | | | | | | | | |
| Dry cleaners, etc. (£40 million) | 1963 | 112 | 104 | 119 | 117 | 107 | 92 | 98 | 117 | 119 | 126 | 114 | 119 | 111 | 120 | 117 | 110 | 96 |
| | 1964 | 116 | 107 | 125 | 120 | 113 | 100 | 110 | 109 | 126 | 127 | 122 | 122 | 114 | 123 | 124 | 114 | 104 |
| | 1965 | 123 | 111 | 130 | 130 | 122 | 103 | 111 | 117 | 128 | 135 | 127 | 132 | 126 | 132 | 134 | 123 | 112 |
| | 1966 | 123(b) | 121 | | | | 106 | 121 | 134 | 127 | | | | | | | | |
| | 1965 | +6(c) | +4 | +4 | +9 | +8 | +3 | +1 | +7 | +2 | +6 | +5 | +8 | +11 | +7 | +8 | +8 | +8 |
| | 1966 | +7(c) | +9 | | | | +3 | +9 | +14 | —1 | | | | | | | | |

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

## Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

| Kind of business (Turnover in 1961) | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL HAIRDRESSERS (£97 million) | 1963 | 106 | 99 | 109 | 107 | 109 | 93 | 98 | 106 | 109 | 110 | 109 | 113 | 105 | 105 | 108 | 106 | 113 |
| | 1964 | 109 | 104 | 111 | 110 | 112 | 101 | 104 | 107 | 110 | 111 | 110 | 113 | 109 | 109 | 108 | 110 | 117 |
| | 1965 | 112 | 106 | 114 | 114 | 115 | 103 | 105 | 108 | 114 | 113 | 114 | 116 | 115 | 112 | 112 | 111 | 122 |
| | 1966 | 111(b) | 110 | | | | 105 | 108 | 114 | 115 | | | | | | | | |
| | 1965 | +3(c) | +1 | +3 | +3 | +3 | +1 | +1 | +1 | +4 | +1 | +3 | +2 | +5 | +3 | +4 | +1 | +4 |
| | 1966 | +3(c) | +4 | | | | +3 | +2 | +6 | +1 | | | | | | | | |
| Men's hairdressers, and men's hairdresser-tobacconists (£24 million) | 1963 | 107 | 100 | 106 | 110 | 112 | 99 | 99 | 100 | 102 | 107 | 108 | 115 | 106 | 109 | 108 | 107 | 119 |
| | 1964 | 111 | 105 | 109 | 115 | 116 | 109 | 104 | 102 | 107 | 110 | 111 | 119 | 114 | 111 | 112 | 111 | 123 |
| | 1965 | 115 | 109 | 112 | 119 | 121 | 111 | 108 | 107 | 108 | 111 | 117 | 121 | 118 | 117 | 118 | 113 | 131 |
| | 1966 | 113(b) | 112 | | | | 114 | 110 | 112 | 114 | | | | | | | | |
| | 1965 | +4(c) | +4 | +3 | +3 | +5 | +2 | +4 | +5 | Nil | +1 | +6 | +1 | +4 | +5 | +5 | +2 | +7 |
| | 1966 | +4(c) | +3 | | | | +3 | +2 | +4 | +6 | | | | | | | | |
| Women's hairdressers, and men's and women's hairdressers (£73 million) | 1963 | 106 | 99 | 110 | 107 | 108 | 90 | 97 | 108 | 111 | 111 | 109 | 112 | 105 | 104 | 107 | 106 | 111 |
| | 1964 | 109 | 104 | 111 | 109 | 110 | 99 | 105 | 109 | 112 | 111 | 110 | 111 | 108 | 108 | 106 | 109 | 114 |
| | 1965 | 111 | 105 | 114 | 112 | 113 | 100 | 105 | 108 | 117 | 114 | 113 | 114 | 114 | 110 | 110 | 110 | 118 |
| | 1966 | 110(b) | 109 | | | | 102 | 107 | 115 | 115 | | | | | | | | |
| | 1965 | +2(c) | Nil | +3 | +3 | +3 | +1 | Nil | —1 | +5 | +2 | +2 | +3 | +5 | +2 | +4 | Nil | +3 |
| | 1966 | +3(c) | +4 | | | | +2 | +3 | +6 | —1 | | | | | | | | |

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a), (b) and (c) to Table I.

# *Registrations of British and foreign films*

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, June 10, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| Secrets of a Windmill Girl | Br/E 31320 | 86 | June 6 | Compton-Cameo Films Ltd. | Searchlight Films Ltd. |
| Pathe Pictorial Series 586/598 *Pathe Pictorial No.* 598 | Br/E 31321 | 8 | June 6 | Warner-Pathe Distributors Ltd. | Associated British Pathe Ltd. |
| Run with the Wind | Br/E 31330 | 93 | June 9 | Ranworth Film Services Ltd. | Puck Films Ltd. |
| Island of Terror | Br/E 31383 | 87 | June 10 | Planet Film Distributors Ltd. | Planet Film Productions Ltd. |
| Songs of Scotland | Br/E 31384 | 16 | June 10 | Hillcrest Productions Ltd. | International Film Associates (Scotland) Ltd., for Films of Scotland. |
| Movietone News 1930 | Br/E 30875 | 6 | June 10 | Twentieth Century Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1930A | Br/E 30876 | 7 | June 10 | ,, ,, | ,, ,, |
| Pathe News 66-45 | Br/E 30961 | 8 | June 10 | Warner-Pathe Distributors Ltd. | Associated British Pathe Ltd. |
| Pathe News 66-46 | Br/E 30962 | 7 | June 10 | ,, ,, | ,, ,, |
| | | | FOREIGN | | |
| The Dot and the Line | F 31322 | 10 | June 6 | Metro-Goldwyn-Mayer Pictures Ltd. | Metro-Goldwyn-Mayer Inc. |
| Captain Sindbad | F 31323 | 81 | June 6 | ,, ,, | King Brothers Productions Inc. |
| Around the World under the Sea | F 31324 | 111 | June 6 | ,, ,, | Ivan Tors Enterprises Inc. |
| La Boheme | F 31325 | 112 | June 7 | B. H. E. Distributors Ltd. | Cosmotel S.A., Zug. |
| The Agony and the Ecstasy | F 31326 | 139 | June 9 | Twentieth Century Fox Film Co. Ltd. | Twentieth Century Fox Film Corp. |
| Weekend at Dunkirk | F 31327 | 102 | June 9 | ,, ,, | ,, ,, |
| Messed up Movie Makers | F 31328 | 6 | June 9 | ,, ,, | Terrytoons Inc. |
| Champion Chump | F 31329 | 7 | June 9 | ,, ,, | ,, ,, |

# Exhibitions and Fairs

## 'Hovershow 66' — World's first Hovercraft exhibition at Gosport

MORE than 2,000 Government officials, shipowners and transport operators from 110 countries are expected to attend the first ever major Hovercraft exhibition, 'Hovershow 66' on a 100 acre site at Browndown, near Gosport from June 15-19.

Organized by the British Hovercraft Association and opened by Lord Mountbatten, the exhibition and demonstration is an opportunity for the industry to display and highlight the tremendous advances in Hovercraft development over the past seven years and a glimpse of likely future developments. World wide interest in British Hovercraft will bring official visitors from Australia, South America, China and from Russia a Ministerial delegation of 12 headed by a Deputy Minister.

Displayed at the exhibition showground is a fully representative range of Hovercraft and exhibits by engine and component manufacturers, a radio controlled working model of the Westland SRN4 (the 500 seat cross-Channel craft) and a large model of the revolutionary tracked Hovercraft (the Hovertrain). Some 45 exhibitors have taken stands in the static section. Every afternoon there is an operational display programme when all current Hovercraft together with some of the historic prototypes are seen individually and in formation, on both land and sea, in conditions that will demonstrate the unique capabilities of these craft to the fullest extent.

Another major event in the afternoon is a series of military items in which 120 troops with equipment will take part. Among these operations is a fire fighting and rescue demonstration, commando raid, demolition raid, coastal interception and a large scale amphibious assault featuring 90 marines with vehicles and guns followed by a 'fly past' in close formation.

Commenting on the Hovershow a spokesman for the organizers said: 'On every aspect of the Hovershow we have received the fullest possible co-operation from all Government Departments involved, including the Board of Trade, the Foreign Office, the Ministry of Defence, the Ministry of Aviation, the Ministry of Technology, the Colonial Office and the Central Office of Information. Everybody has leaned over backwards to help make the Hovershow a success.'

The exhibition will be open to the public on Saturday and Sunday, June 18 and 19 and a Hovercraft shuttle service and demonstration rides will operate from Gosport and the showground.

## United States store buyer to visit Britain

THE BOARD OF TRADE have been advised that the following buyer from L. S. Ayres & Co., Indianapolis will be visiting Britain from June 30-July 3. The store will be holding a promotion from October 24-November 5 featuring consumer goods from Britain and other countries. Manufacturers and exporters wishing to meet Mrs. Trenor should contact the London Buying House which is Associated Merchandising Corporation, 62-64 Brook Street, London, W.1. (Tel. Mayfair 5266).

| Name of Buyer | Merchandise Sought |
|---|---|
| Mrs. I. Trenor | Knitwear |

## Trade missions visits to Canada

### A report from the British Week office, Toronto

THE IMPORTANCE which British firms are attaching to increasing trade with Canada has been made evident by the number of trade missions which have recently visited Toronto and other towns and cities in the country. During the past few months six teams of manufacturers have passed through Toronto – the Birmingham Chamber of Commerce Mission, the Tyneside Chamber of Commerce, the Engineering Industries Association, the Westminster Chamber of Commerce, the British Cycle and Motor Cycle Industries Association and, currently, the Council of Scottish Chambers of Commerce Trade Mission to Canada, a 17 member team, whose business interests vary from speciality oils and valves and silver jewellery to typically Scottish products such as bagpipes and Highland dress.

Other missions due to arrive in Toronto include one from the Welsh Development Corporation in September, and a possible second visit by members of the Engineering Industries Association.

Speaking at a Press conference in Toronto on June 9, Mr. Stewart M. Roberts, the leader of the Scottish mission, said that the team which represents 15 firms and Scottish banks, was a hard selling one seeking outlets for textile raw materials and semi-manufactures for use by Canadian manufacturers and for retail outlets for finished articles.

Referring to the visit by Mr. Douglas Jay, President of the Board of Trade, to Canada on May 26 and 27 (see *Board of Trade Journal*, June 3, pages 1236/7) during which he had talks with senior Canadian ministers, Mr. Roberts added: 'We have come to cement our relations with the people of Canada and to do business. In the end most economic problems have to be solved by people like us getting on with the job.'

In reply to a question, Mr. Roberts said that members would follow up their contacts with agents, wholesalers and importers. In fact some members of the mission were, on this visit, taking follow-up action resulting from visits to Canada made by representatives of their respective firms over the past nine months.

*Mr. George Darling, Minister of State, Board of Trade, examines the 'old' and the 'new' in footwear when he opened the International Leather & Components Exhibition at Alexandra Palace on June 6. With the Minister are (left to right) Mr. Kent Nowell, chairman of the Fair Committee, Mr. S. A. Tebbutt, president of the British Leather Federation.*

*On May 27, Mr. Douglas Jay, President of the Board of Trade, paid a visit to the British Canadian Trade Association Display Centre in Montreal where Steinberg & Sons Ltd., of London were showing a range of their ladies coats and suits. Seen with Mr. Jay is Mr. Mark Lyons, export executive, Steinberg & Sons, Ltd. of London who said that as a result of their drive in Canada £7,500 orders were secured.*

# The Television and Radio Show 1966

# TV&Radio 66

## THE TRADE'S *OWN* SHOW...

TV & RADIO 66 . . . international successor to the Radio Show . . . will be the first of a new series of trade exhibitions in the United Kingdom, offering an exclusive means of comparing displays by the world's leading manufacturers.

First to be staged on an international basis, TV & RADIO 66 will be the largest and most representative to date, enabling dealers and contractors to inspect and assess greatly extended ranges, including all forms of radio and television equipment, accessories and aids.

Advance displays and demonstrations of colour television in readiness for the first transmissions in 1967, will provide you with an exclusive opportunity of assessing potentialities and demand.

An exclusively *trade* show, TV & RADIO 66 has been planned in accordance with the expressed wishes of the industry following a nation-wide survey among leading dealers.

Private Dealer Reception Areas · Special Lounges
Hotel Reservation Service · Overseas Visitors' Services

The Television and Radio Show 1966 is promoted and presented by Industrial and Trade Fairs Ltd. with the full support and backing of the Radio and Television Retailers' Association and will be open to the trade only.

## Earls Court London, 22-26 August 1966

## Open 10 a.m.—9 p.m. daily Last day 10 a.m.—6 p.m.

*For further information and complimentary tickets, please write to:*
*Industrial and Trade Fairs Ltd, Commonwealth House, 1-19 New Oxford Street, London, W.C.1 Telephone: CHAncery 9011*
*Cables: Indatfa London WC1 Telex: 262567*

# British stand the largest at Swiss screen printing exhibition

**by A. C. Dugdale, HM Consul, Zürich**

FROM JUNE 2 to June 5 15 members of the Display Producers and Screen Printers' Association exhibited on a joint venture stand organized by the Board of Trade at the European Screen Printing Congress and Exhibition in Zürich.

The Congress and Exhibition, which is held every two years under the auspices of the Federation of European Screen Printers' Associations (FESPA) and in 1968 will take place in London, covered a total area of 7,000 sq. metres and attracted 86 exhibitors from 10 European countries and the United States. Some 500 members of the screen printing industry from widely scattered parts of the globe attended the Congress (at which several speakers from the United Kingdom presented papers), thus making the overall participation truly international.

The British stand, designed by the Central Office of Information, and covering an area of 400 sq. metres, was the only national stand and was by far the largest at the Exhibition. It was the centre of attraction and came in for many complimentary comments, not only for its design but also for the excellence of the individual firms' displays which drew a great number of inquiries; in the words of one British visitor: 'On many occasions we heard from our visitors that our joint British stand has stolen the show and is a huge success.' The Point of Sale section, in which the end products of the screen printing trade were shown, was very popular with visitors; this section, coupled with the exhibits of the various supply houses showed the outstanding excellence of British achievements in this field.

A number of the British firms exhibiting were doing so for the first time, and it is encouraging to report that several of them succeeded in finding overseas agents or in entering into discussions with potential agents, not only for Switzerland, but for other European countries as well. In general the results of the exhibition in terms of overseas trade will not be known for some six to twelve months; nevertheless, all taking part in the joint venture expressed considerable satisfaction with the potential business which showed itself to exist. In particular, firm orders for some of the products on display were received, and two firms reported having done several thousand pounds worth of business with a much higher potential as time goes by.

Mr. R. S. Isaacson, the British Ambassador in Berne, accompanied by Mr. J. M. Walsh, HM Consul-General in Zürich, visited the Exhibition on June 3 and were conducted round the British stand by Mr. Olley, the President of the Display Producers' and Screen Printers' Association.

*Mr. Roy Mason (second from left), Minister of State, Board of Trade, talking to Mr. H. Worthington, marketing manager, Novotechnics Ltd., Letchworth, Herts., on the combined stand of Novotechnics and Adams Powel Equipment Ltd., at the recent Interpack Exhibition, Düsseldorf. They were discussing the merits of the Novo-Pak 321 filling machine, which was being demonstrated weighing unshelled almonds.*

# British trade centre in New York

LORD WATKINSON, chairman of BNEC's Committee for Exports to the United States announced on June 9 the appointment of Mr. Robert E. A. Claessens, former secretary to the committee as director of the British Trade Centre in New York. He started his duties on June 13. The British Trade Centre is situated in Rockefeller Plaza, and was opened by the British Ambassador to the United States, Sir Patrick Dean, GCMG, on July 12.

This is the first permanent showcase to be set up for British products in the United States. It occupied 8,000 sq. ft. on two floors and has 150 units for exhibition and ample space for vertical shows. The Trade Centre, sponsored by the British American Chamber of Commerce will be an important additional aid to already existing facilities for helping to promote British manufactures in the United States. It is especially geared to help the small and medium-sized manufacturer whose products are suitable for the American market, but who have not, as yet sold to this market. Space at the Trade Centre is fully booked for the opening and there are over 250 firms interested in space in the future.

All inquiries regarding the Trade Centre should be addressed to BNEC's Committee for Exports to the United States, 21 Tothill Street, London, S.W.1 (Tel. Whitehall 6711).

# Design display preview for British week in Lyons

IN MOUNTING the exhibition of modern design for the export market, which will form an important part of the centre-piece at the British Week in Lyons next October, the Council of Industrial Design hopes not only to create a first-class design display but also one which is a commercial success. This was stressed by Mr. James Noel-White, Deputy Director of the CoID, at a preview held at the Design Centre in London on June 6, which was attended by buyers from Lyons and representatives of the French Embassy, as well as British manufacturers.

Mr. Noel-White said that some 400 firms, whose products have been chosen from the Council's Design Index, have been invited to supply products for the exhibition at Lyons, and it was interesting to note that most of the replies received to date came from firms that have not yet agents there. Mr. Noel-White reminded his audience that the Export Services Branch of the Board of Trade, the British Embassy in Paris and the British Week Office in Lyons, would all be glad to help manufacturers to obtain agents.

Some 350 photographs and 50 fabric samples were shown at the Design Centre preview, covering a selection of carpets, clocks, furniture and furnishing fabrics, glass, kitchen equipment, lighting fittings, metal tableware, office equipment, plastics, pottery, sanitaryware, toys, travel and sports goods, and other products.

The exhibition at Lyons will also show the 11 products which gained the 1966 Design Centre Award. Many of these items will be on sale in the shops in Lyons.

# Antiques at Grosvenor House

WHEN NAPOLEON gave his mistress, Madame de Pellapra, a bracelet superbly chased in five colours of gold and set with a fine baroque pearl, diamonds, emeralds and rubies he may well have been contributing to the amelioration of Britain's balance of payments problem in 1966. For his gift is one of the exhibits at the 26th Antique Dealers' Fair and Exhibition which was opened by His Highness Shah Karim Aga Khan IV on June 8 and will remain open until June 23. And, like almost everything on show it is for sale to any of the visiting connoisseurs from a score of countries.

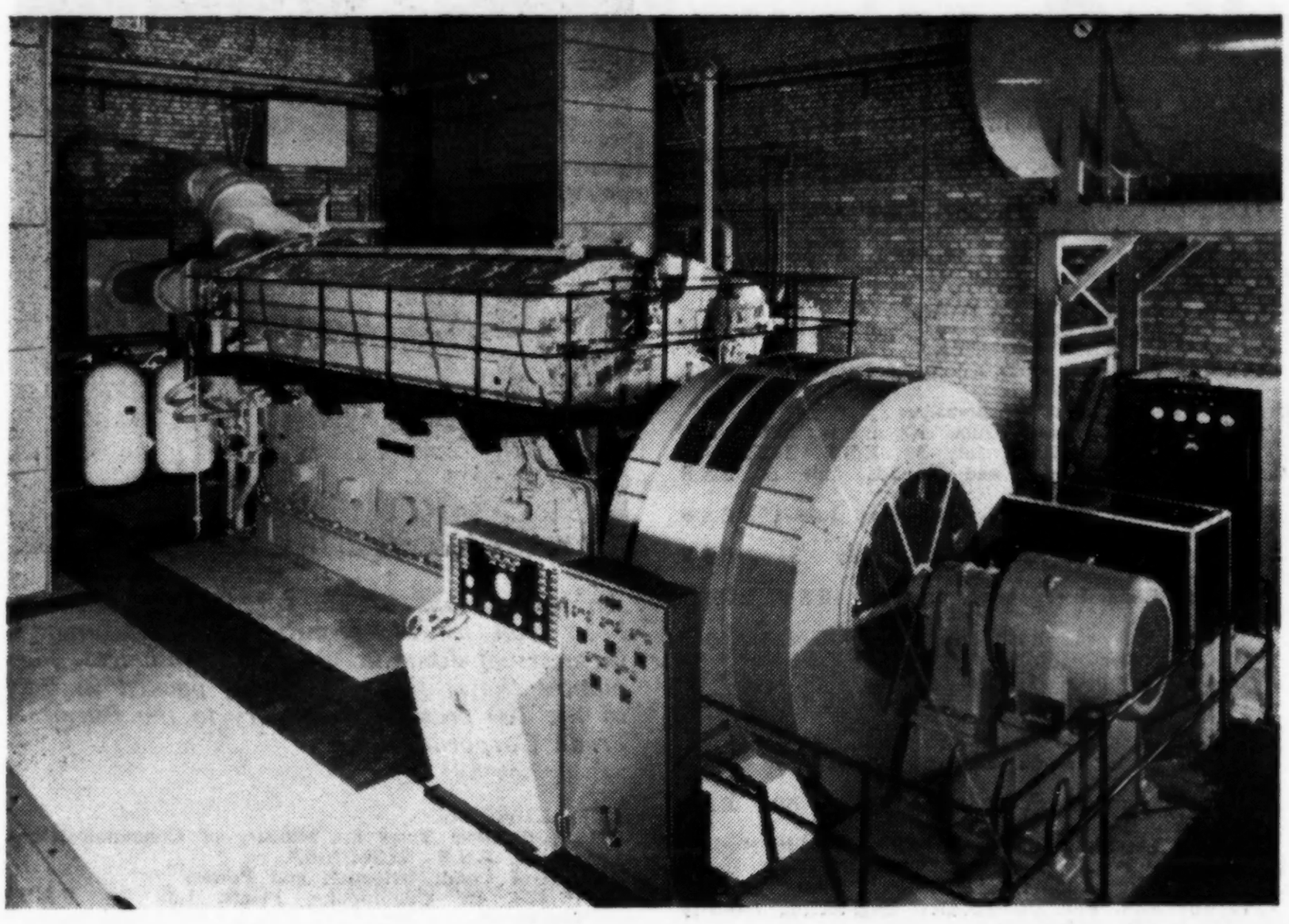
Britain's antique dealers have an excellent record in the export field, of course, and one that gets better every year. The value of antiques exported last year, for instance, showed an increase of more than 30 per cent over 1964. This substantial, and growing, trade in a commodity which cannot be manufactured and of which our stocks must be limited, leads some people to feel that we are stripping the cupboards bare too fast and too thoroughly. But a walk round the fair, set once again in the Great Hall of the Grosvenor House in Park Lane, London, is a reassuring experience and one which leaves one thinking, with the dealers themselves, that British coal seams will be worked out long before the last piece of Chippendale is crated for Texas.

Not that all the pieces on show are of British origin, of course. At the roughest of estimates, perhaps half is 'ours'. Everywhere, Derby figures gaze enigmatically at Meissen groups, Chinese porcelain hawks glower at Georgian candlesticks, Ispahan carpets hang aloof from English needlework carpets. In fact, if there be a criticism of this wonderful and unique exhibition it is that the eye is overwhelmed by the embarrassment of riches that delight it. Jade and ormolu and satinwood, the green patina of old bronze, the soft glow of rich enamel jostle each other, all too well bred, too self-assured to clamour for individual attention. Only the paintings of bright hunting scenes and scarlet-coated soldiers have an extrovert quality, a brash competitiveness. For the rest, this is not an exhibition to be taken in, assimilated and reduced to salient points of interest in one quick circuit. Rather, it is a show at which to browse gently, to wander at leisure until one or two exceptional pieces have established their claims to one's interest.

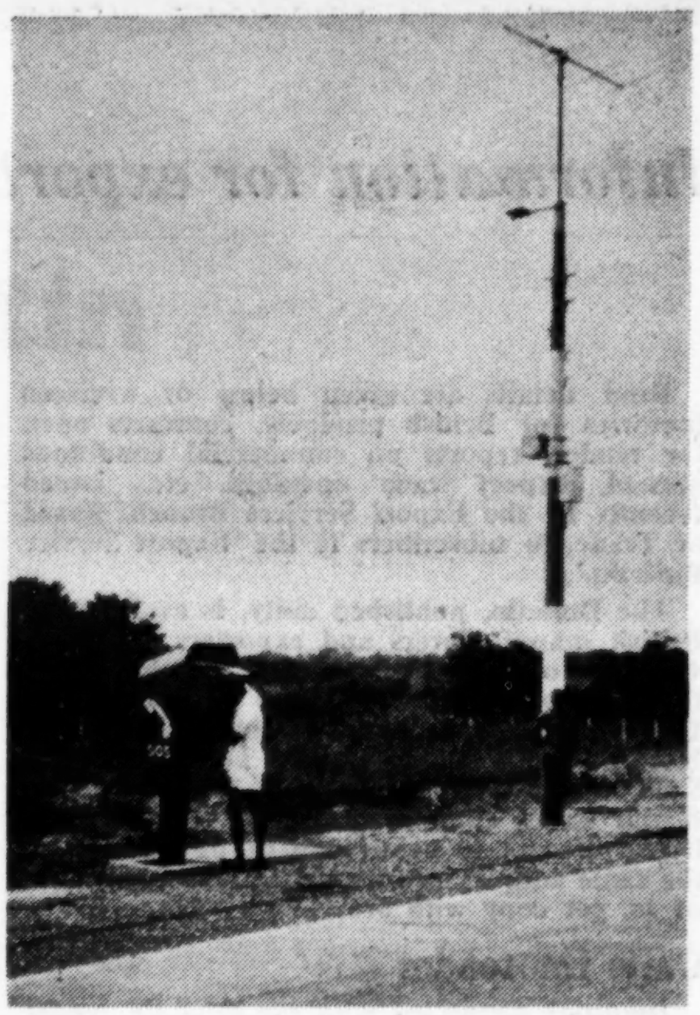
Few would resist the claims to interest of the items loaned by the Royal Family. HM The Queen, for instance, has graciously lent for display a globe shaped sewing table by Morgan and Sanders dated *circa* 1810, and HM Queen Elizabeth The Queen Mother, patron of the fair, has allowed the display of two Worcester dessert plates finely painted in rich colours by Humphrey Chamberlain, these being part of a service made for King George IV when Prince Regent.

This is, indeed, a unique exhibition and one of its unusual features is that as items are sold they are replaced by others. The display is ever-changing, in fact, and the visitor will always find a second look rewarding. By the end of the second day, this process had begun and it seems likely that this year's fair will be as succesful as its predecessors – to the benefit of Britain.

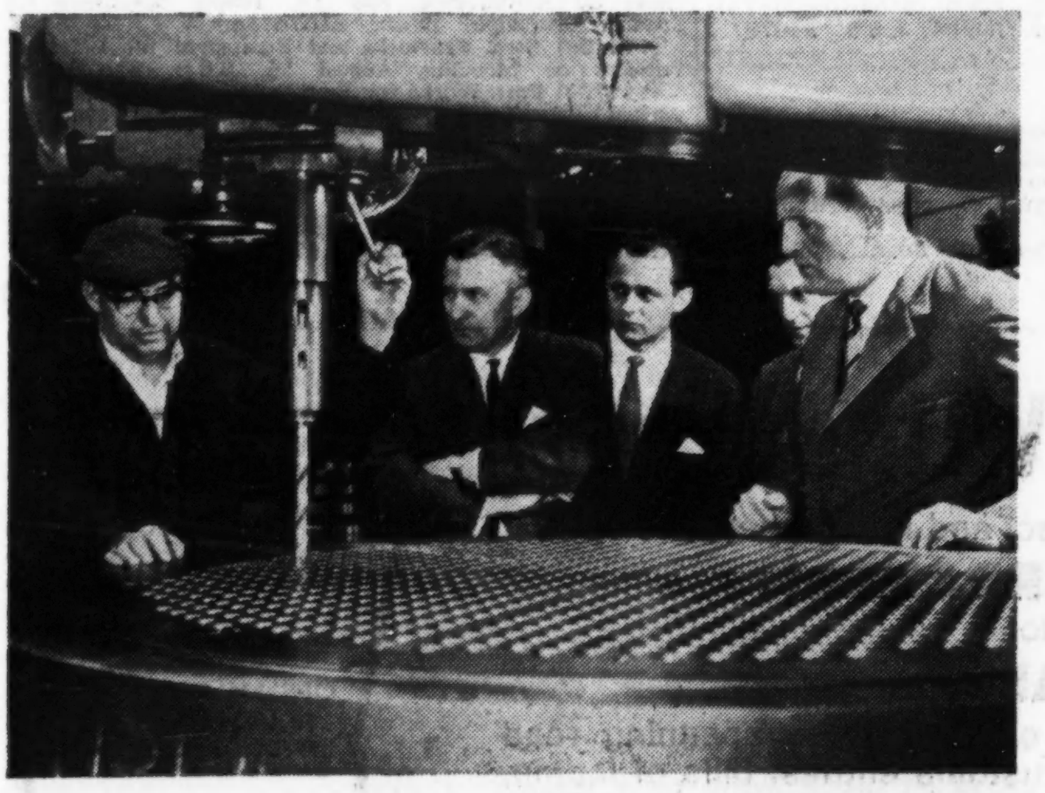
# Overseas Trade and Exports



*In recent months Ruston & Hornsby, of Lincoln, have secured orders to supply, install and commission eight complete diesel engine power stations in Canada, Tanzania, Saudi Arabia, Gaza, Macao, Peru and Norway. The contracts involve the provision of complete operational power stations and cover main engines and alternators, switch and control gear, buildings and all auxiliary equipment. The total output of the stations will exceed 40 MW and the value of the contracts is some £1¼ million. Picture shows a typical alternator set using an 18-cylinder vee-form Ruston diesel main engine.*



*A sun-powered telephone system designed by a British electronics firm especially for motorway emergency call boxes has been installed to cover 12 miles of a new motorway between Accra and Tema in Ghana. Known as 'SUN-CALL' this new development by AT & E (Bridgnorth) Ltd. – shows a sustantial saving on capital and installation costs over more conventional methods and is believed to be the first application of solar energy to a motorway emergency telephone system. The system, based on a fully transistorized radio-telephone, was purchased on behalf of the Ministry of Works, Ghana, by the main contractors Messrs. Parkinson Howard (Accra) Limited.*



*An order worth £212,000 from the Polish Ministry of Trade, for 33 heavy duty heat exchangers for use at the ammonia plant of the Pulawy fertilizer complex is now nearing completion at the Uphall (Midlothian) works of Motherwell Bridge Thermal Limited. Picture shows Mr. A. Kontkiewicz (second from left) and Mr. R. Rodziewicz (centre) of the Polish Technical Supervision Organization with Mr. T. L. Scaife (director and general manager, Motherwell Bridge Thermal Limited) watching the drilling of a heavy tubesheet for a 30-ton steam boiler.*

*Thailand is to have another British-made television station with which programmes on the 625 line standard will be brought to a million new viewers in the southern peninsula. The contract for a complete station, to be installed in Songkla Province, has been awarded by the Government of Thailand to Pye TVT Limited of Cambridge. This picture shows the contract-signing ceremony. Centre is General Prasong Hongsanand, Deputy Director of Public Relations for the Office of the Prime Minister of Thailand, who is handing the contract documents to Pye's agent, Mr. V. Vichien. Left is Mr. David Lewis, Pye TVT's Far East area manager.*

# *Information for exporters*

**Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'**

**The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.**

## Calls for tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.*

*Tender documents are available on loan in those cases marked with an asterisk.**

*The number in brackets indicates the Bulletin in which published.*

### ARGENTINA

**(109/66) Radio Equipment** for Direccion de Telecomunicaciones. July 15. E.S.B. 21385/66.

### AUSTRALIA

**(110/66) Data Processing Equipment** for Commonwealth Stores Supply and Tender Board. August 16. E.S.B. 20852/66.

**Department of Supply, Melbourne:**

**(111/66) Sawmill Equipment.** July 20. E.S.B. 21629/66.*

**(111/66) Marine Geophysical Survey.** June 30. E.S.B. 21630/66.*

**(109/66) Wave Traps** for Electricity Commission of New South Wales. July 4. E.S.B. 21352/66.*

**(112/66) Infra-Red Gas Analyzer System** for Meteorological Physics Division, Melbourne. July 8. E.S.B. 21955/66.*

**(110/66) Power Station Instruments and Controls** for Northern Electric Authority of Queensland. July 28. E.S.B. 21627/66.

**Postmaster General's Department, Melbourne:**

**(112/66) Test Equipment.** July 12. E.S.B. 21966/66.*

**(112/66) Signal Generators and Power Sources.** July 7. E.S.B. 21967/66.*

### BURMA

**Industrial Development Corporation:**

**(112/66) Marble Quarrying and Slab Producing Plant.** August 31. E.S.B. 21918/66.*

**(112/66) Plant for Manufacture of Padlocks.** July 29. E.S.B. 21950/66.*

**Myanma Export/Import Corporation:**

**(108/66) G. I. Sheets.** June 30. E.S.B. 21302/66.*

**(109/66) Shellac Flakes.** July 31. E.S.B. 21330/66.*

**(109/66) Brass Plates and Rounds.** July 6. E.S.B. 20854/66.*

**(109/66) Rock Drills and Accessories.** July 15. E.S.B. 21301/66.*

**(109/66) Water-Finding Paste.** July 31. E.S.B. 21328/66.*

**(109/66) Chamois Leathers.** July 31. E.S.B. 21329/66.*

**(109/66) Nuts and Bolts.** July 6. E.S.B. 21305/66.*

**(109/66) Linseed Oil.** July 6. E.S.B. 21310/66.*

**(112/66) Phosdrin.** July 4. E.S.B. 21951/66.*

**(112/66) Sodium Sulphite.** June 30. E.S.B. 21934/66.*

**(112/66) Chemicals.** June 30. E.S.B. 21935/66.

**(112/66) Bogie Wagon Underframes.** July 28. E.S.B. 21947/66.*

**(112/66) Laboratory Apparatus.** June 30. E.S.B. 21948/66.*

**(108/66) Electrical Installation Materials** for National Housing and Town and Country Development Board. June 30. E.S.B. 21387/66/D.L.F.

**(112/66) M.S. Flat** for Peoples' Engineering Industry. June 30. E.S.B. 21968/66.*

### CANADA

**(111/66) Spillway Slide Gates** for B.C. Hydro and Power Authority. August 2. E.S.B. 21931/66.

**(111/66) Motor and Equipment** for Department of Public Works, Ottawa. (Further Information.) This tender has now been issued and closing date is July 13. E.S.B. 16945/66.

**Manitoba Hydro:**

**(109/66) Turbine Generators.** July 18. E.S.B. 20827/66.*

**(111/66) Switchgear.** July 12. E.S.B. 21656/66.*

**(112/66) Transmission Towers.** July 4. E.S.B. 21978/66.*

### CEYLON

**(109/66) Steel Bars and Wire** for Ceylon Cement Corporation. (Further Information.) Tender documents now available. E.S.B. 20312/66.*

**(111/66) Khaki Drill** for Ceylon Government Railway. June 29. E.S.B. 21905/66.

**(111/66) Tyres and Tubes** for Milk Board. June 29. E.S.B. 21680/66.

**(109/66) Steel Tyres** for Ministry of Communications. August 13. E.S.B. 21335/66.*

**Ministry of Land, Irrigation and Power:**

**(112/66) Air Conditioning Plants.** July 26. E.S.B. 21690/66.

**(112/66) Insulators.** July 26. E.S.B. 21691/66.

**River Valleys Development Board:**

**(109/66) Batteries.** July 8. E.S.B. 21355/66.

**(111/66) Air Compressors.** July 15. E.S.B. 20993/66.*

*An order from Burma for 10,000 irons has been won by Morphy-Richards Ltd., manufacturers of domestic electrical appliances. The picture shows the irons being packed in one of the 200 crates for delivery to the Burmese Trade Corporation.*

### COLOMBIA

**(109/66) Electrical Equipment** for Corporacion Autonoma Regional de la Sabana de Bogota. July 19. E.S.B. 21547/66.

**(111/66) Fire Fighting Vehicles** for Empresa Colombiano de Aerodromos. July 14. Tender documents (in Spanish) available. E.S.B. 21676/66.*

**(111/66) Steel Penstocks and Equipment** for Empresas Publicas de Medellin. August 16. E.S.B. 21678/66.*

**(111/66) Port Works** for Empresa Puertos de Colombia. August 26. Tender documents (in Spanish) available. E.S.B. 21677/66.*

### CYPRUS

**(111/66) Navigational Lights** for Tender Board, Treasury. July 23. E.S.B. 21670/66.*

(*Continued on page* 1379)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***Ellerman Berth.**

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*The Board of Trade*

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*issued daily, Monday to Friday inclusive*

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*Advertisement of Company Meeting*

# ARMSTRONG WHITWORTH (METAL INDUSTRIES) LIMITED

## *Increasingly Competitive Conditions*

### MR. F. J. W. WILLIAMS'S STATEMENT

THE THIRTY-SIXTH ANNUAL GENERAL MEETING of Armstrong Whitworth (Metal Industries) Limited will be held on June 29 at the offices of the Confederation of British Industries, 21 Tothill Street, London, S.W.1.

The following is the statement by the chairman, Mr. F. J. W. Williams, QC, circulated with the report and accounts for the year ended December 31, 1965:

The year under review has been difficult for the Engineering and Foundry Industries. Steadily rising cost of manufacture throughout the year without a corresponding increase in selling prices has resulted in falling profit margins.

Your Company has suffered from this and in the interim report it was pointed out that it was unlikely that the profit earned by the Company for the year 1965 would equal that earned in the previous year. I am however, pleased to state that the trading results for the second half of the year were better than anticipated and as a result the net pre-Tax profit for the year ending December 31, 1965 is only slightly lower at £247,728 compared with £251,429 for 1964.

Fundamental changes in the law relating to taxation of company profits makes comparison of net profit with previous years difficult. Income Tax and Profits Tax has been replaced by Corporation Tax at the rate of 40 per cent. The taxed profit available for distribution is £154,351 compared with £158,079 for the previous year. After paying the dividend on the 6 per cent Preference Shares the Directors recommend a final dividend on the Ordinary Shares of 10 per cent, making a total of 15 per cent for the year which is the same as for the previous year.

#### FINANCE ACT 1965

The effect of the Finance Act 1965 on the distribution of profit by way of dividends to which I referred last year is however such, that whilst our profit for 1965 was only slightly less than that for 1964, the payment of the same dividend as in 1964 does not permit our usual transfer to reserves which in 1964 was £50,000.

It is apparent that in future years appreciably increased profit earnings will be necessary if the company is to both maintain the rate of dividend distribution and retain sufficient funds to provide for plant replacement and development.

Both home and export markets have hardened even further in 1965, making trading conditions more competitive than we have hitherto experienced. Conditions are further aggravated by the tight credit market resulting in customers requesting, and taking, extended credit.

#### EFFICIENCY AND PRODUCTIVITY

Your Directors appreciate that we must look to increased efficiency and higher productivity to improve profitability under the current economic trends and conditions. Our internal organization and methods of production are constantly under review to achieve this end. As an example, we have authorized the installation of an L.P. Gas (propane) plant in the Steel Foundry, which will reduce operating costs appreciably. Research and development is continuing throughout the range of products with particular emphasis on Foundry products and Rolls for the various ferrous and non-ferrous industries, where there is a continual demand for improved performance and longer life.

#### DIVISIONS' ACTIVITIES

I am pleased to report that in the Quarry Plant Division the sales of Kue-Ken Stone Crushers and other equipment for the quarrying industry have increased in both home and overseas markets. This Division is engaged on a development contract for one of the Nationalized Industries which if successful, could lead to increased sales.

As in the previous year our Roll manufacturing capacity has not been fully utilized. Increased output in the British Steel Industry in recent years has not resulted in increased home demand for Rolls and as a result we are becoming increasingly dependent on export trade where as stated last year, price competition is severe. Credit facilities granted by competing countries are enabling such countries to encroach to an ever increasing extent on some of our traditional markets. Nevertheless, I am pleased to state that the sales compare favourably with the previous year but at a lower profit margin.

Sales in the Engineering Division exceeded those for 1964 and the results of our Sub-Contract Engineering and Machining work were satisfactory, although we have been disappointed in the Mining Equipment Section where some of our development work has not produced the results for which we had hoped.

Although the re-organization and modernization of our Foundries is still not completed, we have already derived considerable benefit and both our Iron and Steel Foundries have shown improvement both in quality and profitability.

Our Oilfield Drilling Division has not been as active as we had hoped in view of the North Sea Development; however we have supplied a large amount of machinery to one of the larger Drilling Platforms which will be coming into service in the North Sea later this year. We have hopes that further business may result.

Although the value of orders in hand at the commencement of 1966 was slightly higher than that at the commencement of 1965 there has been a reduction of orders received in certain Departments during the first part of the current year to date.

Your Directors and Senior Staff have been engaged on and are making, numerous overseas visits with a view to expanding our foreign markets and counteracting the effect on our home trade of credit restrictions and the present curtailment of expenditure in civil engineering.

#### NEW ACQUISITION

Within the last few weeks we have purchased all the Share Capital of Danforth Jackson & Company Limited, anchoring and mooring consultants. This Company is the licensee for special purpose Danforth Anchors from 4½ lb. to 30,000 lb. weight which are being used extensively for Off-Shore Drilling Rigs and Tanker Terminals. The Company also owns the Patents for the Stokes high performance ship anchor.

With the extremely difficult conditions which are prevailing at this present time, and having regard to the adverse effect of recent Government policy on sales of capital goods, I feel that I would not be justified in forecasting the outcome for the year ahead with optimism.

I wish to take this opportunity on behalf of my colleagues, myself and our shareholders of expressing appreciation for the loyal support of the management and employees throughout the year.

## UNITED ARAB REPUBLIC (EGYPT)

**Egyptian Railways:**
**(108/66) Rail Drills.** July 9. E.S.B. 21503/66.
**(110/66) Hand Tools.** June 29. E.S.B. 21671/66.

## FORMOSA

**Central Trust of China**
**(108/66) Lathe.** June 29. E.S.B. 21341/66.*
**(108/66) Trucks.** June 29. E.S.B. 21342/66.*
**(109/66) Wire.** July 5. E.S.B. 21344/66.*
**(109/66) Barite Powder.** July 5. E.S.B. 20845/66.*
**(109/66) Steel Wheels.** July 5. E.S.B. 20843/66.*
**(109/66) Benzoyl Peroxide.** July 5. E.S.B. 21348/66.*
**(109/66) Seamless Steel Pipe.** July 4. E.S.B. 20842/66.*
**(109/66) Ratchet Lever Hoists.** July 6. E.S.B. 20849/66.*
**(109/66) Chain and Wire Rope.** July 5. E.S.B. 21303/66.*
**(109/66) Testing Equipment.** July 4. E.S.B. 20847/66.*
**(109/66) Lifts.** June 29. E.S.B. 21343/66.*
**(109/66) Attapulgus Clay.** July 4. E.S.B. 20846/66.*
**(109/66) Barite Powder.** July 4. E.S.B. 20840/66.*
**(109/66) Measuring Instruments.** July 5. E.S.B. 20844/66.*
**(109/66) Soot Blowers.** June 30. E.S.B. 21345/66.*
**(109/66) Food Colouring.** July 6. E.S.B. 21346/66.*
**(109/66) Rail Sawing Machine.** July 4. E.S.B. 20848/66.*
**(109/66) Bottling Plant.** July 4. E.S.B. 20851/66.*
**(111/66) Truck.** July 4. E.S.B. 21906/66.*
**(111/66) Winch Truck.** July 4. E.S.B. 21913/66.*
**(111/66) Steel Plates.** July 4. E.S.B. 21911/66.
**(111/66)) Chemical Cotton.** June 30. E.S.B. 21910/66.*
**(111/66 Boiler Tubes.** July 4. E.S.B. 21912/66.*
**(112/66) Chemicals.** July 7. E.S.B. 21909/66.*
**(112/66) Mixing Pumps.** June 30. E.S.B. 21915/66.*

## GERMANY (FEDERAL REPUBLIC OF)

**(107/66) N.A.T.O. Infrastructure Contract: Internal Water Storage** for the German Authorities. Apply by July 31. G.D. 1129/66.

## GREECE

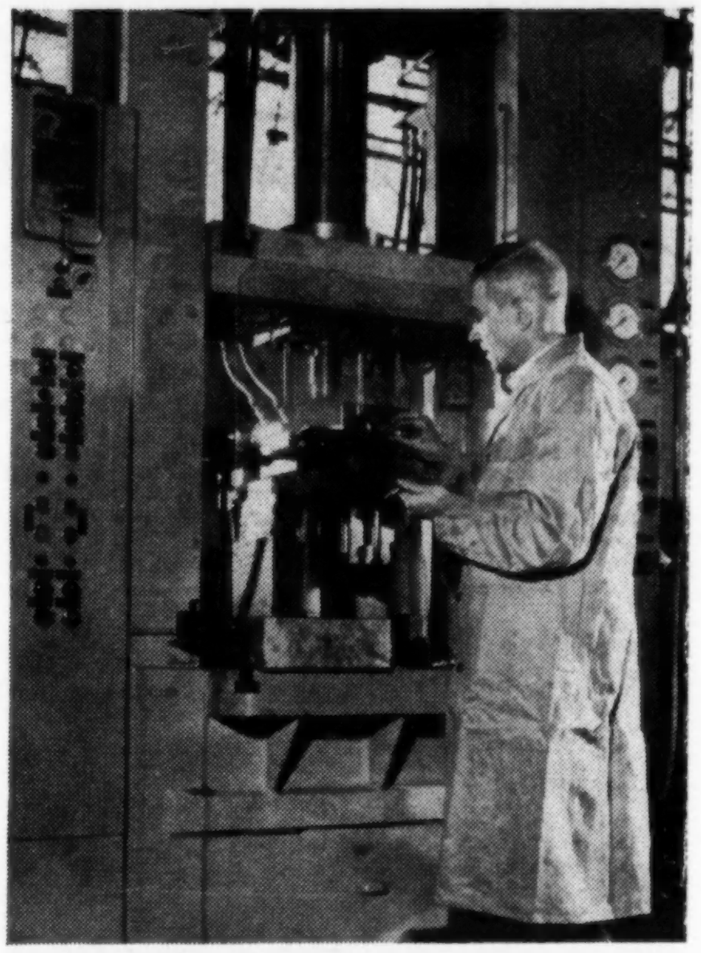
**Ministry of Trade:**
**(109/66) Port Equipment.** (Advance Information.) Closing date not known. E.S.B. 21518/66.
**(111/66) Permanent Way Equipment.** (Further Information.) Re-issue of tender. Closing date now July 20. E.S.B. 45195/65.*
**(111/66) Motor Vehicles.** July 6. E.S.B. 21622/66.*

## HONG KONG

**(111/66) Fire Hydrants and Valves** for Stores Department. June 30. E.S.B. 21651/66.*

## INDIA

**Andhra Pradesh State Electricity Board:**
**(109/66) Hydraulic Compressors.** (Further Information.) E.S.B. 19424/66.*
**(109/66) Dynamometers.** (Further Information.) E.S.B. 19425/66.*
**(109/66) Telemetering Equipment** for Calcutta Electric Supply Corporation. August 24. E.S.B. 21562/66.
**Chittaranjan Locomotive Works:**
**(110/66) Coremaking Machines.** July 22. E.S.B. 21559/66.
**(110/66) Dust and Fume Extraction Plant.** July 22. E.S.B. 21561/66.
**(110/66) Railway Points and Crossings** for Directorate General of Supplies and Disposals. July 6. E.S.B. 21505/66.*
**(111/66) Prospecting Equipment** for Directorate of Mines and Geology, Rajasthan. July 4. E.S.B. 21907/66.
**(109/66) Metal Ingots** for the Fertilizer Corporation of India. June 29. E.SB. 21386/66.
**(109/66) Tunnel Project** for Kerala Public Works (Irrigation) Department. June 30. E.S.B. 21532/66.
**(109/66) Miscellaneous Equipment** for Public Works Department, Srisailam. June 30. E.S.B. 21511/66.
**(110/66) Sub-station Equipment** for U.P. State Electricity Board. July 15. E.S.B. 21563/66.*



*Pressing blanks for sintered rings from powdered metals, in a 200-ton press, at the Coventry works of Brico Engineering Ltd. The company is a substantial supplier of sintered rings to the United Kingdom motor industry and has recently obtained important orders from three European motor component manufacturers.*

## IRAN

**Iranian State Railways:**
**(110/66) Carbide.** August 9. E.S.B. 21570/66.*
**(110/66) Rails.** August 22. E.S.B. 21571/66.*
**(110/66) Babbitt Metal.** August 8. E.S.B. 21572/66.*
**(111/66) Bolts and Nuts.** August 10. E.S.B. 21655/66.*
**Iranian Tobacco Monopoly:**
**(103/66) Electric Pumps.** Closing date extended to July 19. E.S.B. 11032/66.*
**(109/66) Steam Boilers.** August 21. E.S.B. 20829/66.*
**Steel Corporation of Iran:**
**(110/66) Rails and Fittings.** August 23. E.S.B. 21632/66.*
**(111/66) Pipes.** August 10. E.S.B. 21633/66.*
**(111/66) Pneumatic Draft Fans.** August 20. E.S.B. 21665/66.*
**(111/66) Pipe Bending Machines.** July 30. E.S.B. 21663/66.*
**(111/66) Drill Bits.** July 30. E.S.B. 21664/66.*
**(111/66) Locotractors.** August 2. E.S.B. 21614/66.*
**(111/66) Wagonettes and Accessories.** August 27. E.S.B. 21615/66.*
**(111/66) Drilling Equipment.** August 15. E.S.B. 21616/66.*
**(111/66) Safety Lamps.** August 7. E.S.B. 21617/66.*

## IRAQ

**(110/66) Petrol Pumps** for Adminstration of Distribution of Oil Products. July 30. E.S.B. 21602/66.
**Central Foreign Purchasing Board:**
**(110/66) Electric Lamps.** July 31. E.S.B. 21606/66.
**(110/66) Video Tape Recorder Spare Parts.** July 31. E.S.B. 21607/66.
**(110/66) Films.** July 30. E.S.B. 21605/66.
**(110/66) Timber.** August 28. E.S.B. 21604/66.
**(110/66) Aircraft Tractor.** August 14. E.S.B. 21603/66.
**(110/66) Printing Machines** for Directorate General of Railway Services. July 25. E.S.B. 21608/66.
**(109/66) Pipes and Fittings, etc.** for Government Oil Refineries Administration. July 2. E.S.B. 21517/66.*
**Ministry of Defence:**
**(109/66) Athletic Materials.** July 16. E.S.B. 21378/66.*
**(109/66) Building Project.** August 9. E.S.B. 21381/66.
**(109/66) Water Bottles.** July 16. E.S.B. 21379/66.
**(109/66) Electric Lanterns.** July 16. E.S.B. 21380/66.
**(110/66) Chemicals.** July 23. E.S.B. 21610/66.
**(110/66) Army Materials.** (Further Information.) Tender documents now available. E.S.B. 19987/66.*
**(110/66) Carbon Rods.** (Further Information.) Tender documents now available. E.S.B. 19992/66.*
**(110/66) Chemicals.** (Further Information.) Tender documents now available. E.S.B. 19997/66.*
**(110/66) Army Materials.** (Further Information.) Tender documents now available. E.S.B. 19988/66.*
**(110/66) Zinc Materials.** (Further Information.) Tender documents now available. E.S.B. 19989/66.*
**(110/66) Manganese, Graphite and Acetylene Blacks.** (Further Information.) Tender documents now available. E.S.B. 19990/66.*
**(110/66) Ammonium Chloride, etc.** (Further Information.) Tender documents now available. E.S.B. 19991/66.*
**(110/66) Sealing Compound.** (Further Information.) Tender documents now available. E.S.B. 19993/66.*
**(110/66) Cardboard.** (Further Information.) Tender documents now available. E.S.B. 19994/66.*
**(110/66) Dry Battery Papers.** (Further Information.) Tender documents now available. E.S.B. 19995/66.*
**(110/66) Solder and Copper Wire.** (Further Information.) Tender documents now available. E.S.B. 19996/66.*
**(110/66) Linen Thread, etc.** (Further Information.) Tender documents now available. E.S.B. 19998/66.*
**(110/66) Battery Manufacturing Machinery.** (Further Information.) Tender documents now available. E.S.B. 19999/66.*
**(110/66) Dry Cell Production Machinery.** (Further Information.) Tender documents now available. E.S.B. 20000/66.*
**(110/66) Battery Sockets.** (Further Information.) Tender documents now available. E.S.B. 20301/66.*
**(110/66) Dry Battery Materials.** (Further Information.) Tender documents now available. E.S.B. 20302/66.*
**(110/66) Laboratory Equipment and Glassware.** (Further Information.) Tender documents now available. E.S.B. 20304/66.*
**(111/66) Polish.** (Further Information.) Tender documents now available. E.S.B. 20303/66.*
**National Electricity Administration:**
**(108/66) Nuts, Bolts and Iron.** July 2. E.S.B. 21531/66.
**(108/66) Copper Wire.** July 2. E.S.B. 21530/66.
**(110/66) Transformers.** July 16. E.S.B. 21609/66.
**Oil Planning and Construction Administration:**
**(110/66) Pipe Fittings.** July 2. E.S.B. 21600/66.
**(110/66) Semi-Trailers.** July 12. E.S.B. 21599/66.

## ITALY

**(109/66) Test Chamber** for N.A.T.O., La Spezia. July 15. E.S.B. 21520/66.*

## JORDAN

**(111/66) Generating Sets** for Jordan Armed Forces. Closing date not stated. E.S.B. 21582/66.*
**Jordan Petroleum Refinery Co. Ltd.:**
**(108/66) Refinery Expansion Project.** (Advance Information.) E.S.B. 31219/65.
**(110/66) Workshop Tools.** June 30. E.S.B. 21584/66.
**(110/66) Pressure Gauges.** June 30. E.S.B. 21585/66.*

## KENYA

**East African Railways and Harbours:**
**(108/66) Rails and Sleepers.** Apply by July 4. E.S.B. 21397/66.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**(109/66) Permanent Way Materials.** July 11. E.S.B. 21574/66.
**(107/66) Road Construction** for Ministry of Works. (Advance Information.) E.S.B. 20824/66.

## KUWAIT

**(111/66) Telephone Equipment** for Central Tenders Committee. July 17. E.S.B. 21692/66.
**Ministry of Electricity and Water:**
**(109/66) Anti-scale Compound.** July 5. E.S.B. 21567/66.
**(109/66) Electrical Equipment.** July 5. E.S.B. 21568/66.
**(109/66) Refrigerators.** July 2. E.S.B. 21317/66.*
**(109/66) Lamps and Tubes.** July 2. E.S.B. 21314/66.*
**(109/66) Water Cooler and Accessories.** July 2. E.S.B. 21315/66.*
**(109/66) Liquid Chlorine.** July 2. E.S.B. 21316/66.*

## LIBYA

**(109/66) Schools Catering** for Ministry of Education. July 18. E.S.B. 21546/66.
**(109/66) Hospital Building** for Public Works Department. July 18. E.S.B. 21545/66.

## MALAGASY REPUBLIC

**(110/66) Hospital Equipment** for Secretariat d'Etat aux Affaires Sociales. August 16. Tender documents (in French) available. E.S.B. 21581/66.*

## MALTA

**Director of Contracts:**
**(111/66) Aluminium Foils.** July 6. E.S.B. 21576/66.*
**(111/66) Telephone Cable.** July 6. E.S.B. 21619/66.*
**(111/66) Polyethylene Twine.** July 6. E.S.B. 21620/66.*
**(111/66) Surgical Dressings.** July 6. E.S.B. 21621/66.*
**(111/66) Milk Churns.** July 6. E.S.B. 21577/66.*
**(110/66) Power Station Equipment** for Malta Electricity Board. Closing date not known. E.S.B. 21366/66.

## MOZAMBIQUE

**(108/66) Pump Sets** for Nampula Municipality. Closing date not known. E.S.B. 21365/66.
**(111/66) Tarpaulins** for Ports, Railways and Transport Department. August 29. E.SB. 21667/66.

## NETHERLANDS

**Director of Waterways:**
**(108/66) Road Project.** August 24. E.S.B. 20865/66.
**(108/66) Highway Surfacing.** August 24. E.S.B. 21064/66.

## NEW ZEALAND

**General Post Office:**
**(109/66) Pliers.** July 14. E.S.B. 21549/66.*
**(109/66) Cotton Tape.** July 11. E.S.B. 21550/66.*
**(111/66) Metering Equipment.** July 4. E.S.B. 21666/66.*
**(112/66) Measuring Tapes.** July 5. E.S.B. 21929/66.*
**(112/66) Evaporating and Lapping Machines.** July 6. E.S.B. 21930/66.*
**Ministry of Works:**
**(107/66) Polyester Coated Fabric.** June 30. E.S.B. 20599/66.*
**(109/66) Gloves.** July 6. E.S.B. 21389/66.*
**(111/66) Machined Layshafts and Pinions.** July 11. E.S.B. 21575/66.*
**(111/66) Underground Cable** for Municipal Electricity Department, Christchurch. (Further Information.) Closing date postponed to July 11. E.S.B. 19411/66.
**(107/66) Television Studio Equipment** for New Zealand Broadcasting Corporation. July 19. E.S.B. 20825/66.*
**New Zealand Railways:**
**(109/66) Electric Locomotives.** August 24. E.S.B. 21388/66.
**(109/66) Reactors.** August 31. E.S.B. 21085/66.*
**(109/66) Cutlery** for North Canterbury Hospital Board. June 30. E.S.B. 21510/66.*

## PAPUA AND NEW GUINEA

**Papua and New Guinea Electricity Commission:**
**(110/66) Transformers.** July 26. E.S.B. 21399/66.*
**(110/66 Transformers.** July 26. E.S.B. 21400/66.*

## PARAGUAY

**(109/66) Construction of Port Facilities** for National Administration of Navigation and Ports (Further Information.) Closing date for pre-qualification is June 30. E.S.B. 8516/66.

## PORTUGAL

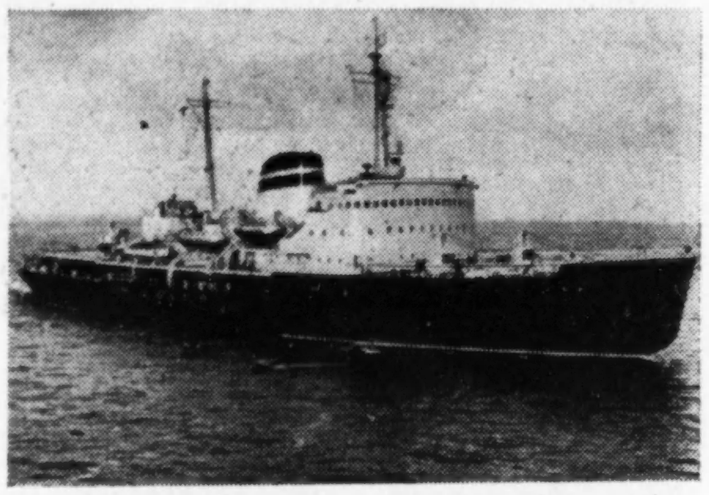
**(109/66) Telephones and Inter-Communication Systems** for Empressa Termoelectrica Portuguesa S.A.R.L. July 14. E.S.B. 21598/66.

## SAUDI ARABIA

**(108/66) Water and Sewage Projects** for Ministry of Interior and Municipal Affairs. (Pre-qualification). July 2. E.S.B. 21048/66.

## SOUTH AFRICA

**Cape Provincial Tender Board:**
**(109/66) Sterilizer.** July 1. E.S.B. 20806/66.*
**(110/66) School Supplies.** July 5. E.S.B. 21590/66.*
**(110/66) Paper Guillotines: Drawing Sets.** July 8. E.S.B. 21593/66.*
**(110/66) Kitchenware.** July 1. E.S.B. 21591/66.*
**(111/66) School Requisites** for Natal Provincial Administration. July 6. E.S.B. 21673/66.*
**South African Railways:**
**(109/66) Battery and Electric Vehicles.** July 1. E.S.B. 20858/66.*
**(109/66) Descaling Machines.** July 15. E.S.B. 20859/66.*
**(109/66) Descaling Machines.** July 15. E.S.B. 20860/66.*



*The Soviet Union has recently taken delivery of the 22,000 SHP diesel-electric ice breaker 'Kiev' which together with her sister ship is claimed to be one of the largest vessels of her type. Built in Finland all the ventilation flow fans used in machinery spaces have been supplied by Woods of Colchester. The main diesel rooms are equipped with 38-inch fans and the diesel generator rooms with 15-inch fans.*

**State Tender Board:**
**(111/66) Photographic Equipment.** June 29. E.S.B. 21645/66.*
**(111/66) Butyrometers.** July 4. E.S.B. 21640/66.*
**(111/66) Cylinder Rolling Machine.** June 29. E.S.B. 21638/66.*
**(111/66) Balance.** July 5. E.S.B. 21623/66.*
**(111/66) Amplifiers.** July 1. E.S.B. 21626/66.*
**(111/66) F. M. Receivers.** June 29. E.S.B. 21639/66.*
**(111/66) Lathe.** June 30. E.S.B. 21644/66.*
**(111/66) Microscope.** July 6. E.S.B. 21641/66.*
**(111/66) Diagnostic Audiometer.** July 1. E.S.B. 21635/66.*
**(111/66) Dental Amalgam Mixing Apparatus.** July 1. E.S.B. 21636/66.*
**(111/66) Veterinary Equipment.** July 4. E.S.B. 21637/66.*
**(111/66) Knives and Cutters.** June 29. E.S.B. 21643/66.*

## SPAIN

**(111/66) Mobile Fire Extinguishers** for Ministerio del Aire. June 30. E.S.B. 21695/66.

## SUDAN

**Central Electricity and Water Corporation:**
**(109/66) Pipe Fittings and Valves.** July 4. E.S.B. 20887/66.*
**(112/66) Pipes and Fittings.** July 7. E.S.B. 21904/66.*
**(108/66) Creosote** for Sudan Government Purchasing Agent. June 30. E.S.B. 21364/66.*
**Sudan Railways:**
**(109/66) Machine Tool.** July 26. E.S.B. 20898/66.*
**(109/66) Tower Ladder.** July 20. E.S.B. 20897/66.
**(109/66) Grinding Machine.** July 28. E.S.B. 20899/66.*
**(111/66) Steel Rails.** July 23. E.S.B. 21684/66.*
**(111/66) Lathe.** August 3. E.S.B. 21681/66.*
**(111/66) Crane.** August 23. E.S.B. 21685/66.*
**(111/66) Bolt Screwing and Nut Tapping Machine.** August 11. E.S.B. 21683/66.*
**(112/66) Pump.** August 9. E.S.B. 21682/66.*

## THAILAND

**Metropolitan Electricity Authority:**
**(109/66) Cable.** July 7. E.S.B. 20888/66.*
**(109/66) Circuit Breakers.** July 14. E.S.B. 20889/66.*
**(109/66) Workshop Tools and Equipment** for Royal Irrigation Department. June 29. E.S.B. 21540/66/D.L.F.*
**State Railway of Thailand:**
**(108/66) Nuts: Bolts and Washers.** July 19. E.S.B. 21504/66.
**(112/66) Riveting Buster and Hammer.** July 4. E.S.B. 22210/66.
**(112/66) Transformer and Luminaires.** July 11. E.S.B. 22213/66.
**(112/66) Wire Brushes; Grinding Wheels.** July 4. E.S.B. 22228/66.
**(112/66) Brass Socket.** July 5. E.S.B. 22229/66.
**(112/66) Brushes.** June 29. E.S.B. 22230/66.

## TUNISIA

**(108/66) Hospital and Surgical Equipment** for Ministry of Public Health. July 31. Tender documents (in French) available. E.S.B. 20885/66.*

## TURKEY

**(112/66) Generator** for DSI Genel Mudurlugo. June 29. E.S.B. 21941/66.*
**(112/66) Steel** for Iller Bankasi Genel Murdurlugu. July 18. E.S.B. 21939/66.*
**(110/66) Film** for Ministry of National Education. July 20. E.S.B. 21589/66.*
**(112/66) Saw Mill and Parquet Machinery** for Orman Genel Mudurlugu. (Further Information.) Closing date extended to June 30. E.S.B. 11203/66.*
**Petrol Office:**
**(109/66) Pipes and Fittings.** July 18. E.S.B. 21513/66.*
**(110/66) Transmitter Receiver Equipment; Spare Parts for Radio.** July 18. E.S.B. 21588/66.*
**(112/66) Insulating Compounds** for P.T.T. Genel Mudurlugu. July 15. Tender documents (in Turkish) available. E.S.B. 21940/66.*

## UNITED STATES OF AMERICA

**(108/66) Marine Radar Simulator and Accessories** for United Nations, New York. June 30. E.S.B. 20821/66.*

## VENEZUELA

**(110/66) Pumping Equipment** for Instituto Nacional de Obras Sanitarias. July 29. Tender documents (in Spanish) available. E.S.B. 19976/66.*
**(109/66) Asbestos Tubing** for Ministry of Health. June 30. E.S.B. 20861/66.
**(111/66) Asbestos Cement Pipes** for Ministerio de Sanidad y Asistencia Social. June 30. Tender documents (in Spanish) available. E.S.B. 21917/66.*

## VIETNAM

**Central Purchasing Authority:**
**(109/66) Plywood.** June 30. E.S.B. 21553/66.*
**(110/66) Plywood.** June 30. E.S.B. 21554/66.*
**(110/66) Plywood.** June 30. E.S.B. 21555/66.*

## ZAMBIA

**(109/66) Off Line Duplicator** for Central Supply and Tender Board. July 1. E.S.B. 21528/66.*

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# United States Consular Offices in the United Kingdom

*United Kingdom firms who are anxious to export their goods to the United States of America may wish to get in touch with the Office of the Commercial Counsellor, American Embassy, Grosvenor Square, London, W.1, or the nearest United States Consular Officers, whose addresses and telephone numbers are given below. These officers are ready to offer advice and assistance to United Kingdom exporters in connection with all aspects of trade with the United States of America.*

*In addition to the list of officers a schedule is appended of the areas covered in Great Britain and Northern Ireland by the United States Consulates.*

**London**

Embassy, 24-31 Grosvenor Square, London, W.1. Grosvenor 9000

**Belfast**

Consulate General, Queen's House, 14 Queen Street, Belfast, Northern Ireland. Belfast 28239

**Edinburgh**

Consulate, 3 Regent Terrace, Edinburgh, 7. Waverley 2061/2

**Liverpool**

Consulate, Cunard Building, Pier Head, Liverpool, 3. Central 8501/2

## U.S. Consular Districts in Great Britain and Northern Ireland

**England, Scotland and Wales:**

| *County* | *Consular Office* |
|---|---|
| Aberdeen | Edinburgh |
| Anglesey | Liverpool |
| Angus (Forfar) | Edinburgh |
| Argyll | Edinburgh |
| Ayr | Edinburgh |
| Banff | Edinburgh |
| Bedfordshire | London |
| Berkshire | London |
| Berwick | Edinburgh |
| Brecknock | London |
| Bristol | London |
| Buckinghamshire | London |
| Bute | Edinburgh |
| Caithness | Edinburgh |
| Cambridgeshire, including the Isle of Ely | London |
| Cardiganshire | London |
| Carmarthenshire | London |
| Caernarvonshire | Liverpool |
| Channel Islands, comprising Alderney, Guernsey, Jersey, Sark, etc. | London |
| Cheshire | Liverpool |
| Clackmannan | Edinburgh |
| Cornwall, including the Scilly Isles | London |
| Cumberland | Edinburgh |
| Denbighshire | Liverpool |
| Derbyshire | London |
| Devonshire | London |
| Dorsetshire | London |
| Dumbarton | Edinburgh |
| Dumfries | Edinburgh |
| Durham | Liverpool |
| East Lothian (Haddington) | Edinburgh |
| Ely, Isle of (included in Cambridgeshire) | London |
| Essex | London |
| Fife | Edinburgh |
| Flintshire | Liverpool |
| Forfar (Angus) | Edinburgh |
| Glamorganshire | London |
| Gloucestershire | London |
| Hampshire, including the Isle of Wight | London |
| Hertfordshire | London |
| Huntingdonshire | London |
| Inverness | Edinburgh |
| Kent | London |
| Kincardine | Edinburgh |
| Kinross | Edinburgh |
| Kirkcudbright | Edinburgh |
| Lanark | Edinburgh |
| Lancashire | Liverpool |
| Leicestershire | London |
| Lincolnshire | London |
| London | London |
| Man, Isle of | Liverpool |
| Merionethshire | Liverpool |
| Middlesex | London |
| Midlothian | Edinburgh |
| Monmouthshire | London |
| Montgomeryshire | Liverpool |
| Moray (Elgin) | Edinburgh |
| Nairn | Edinburgh |
| Norfolk | London |
| Northamptonshire, including the Soke of Peterborough | London |
| Northumberland | Edinburgh |
| Nottinghamshire | London |
| Orkney | Edinburgh |
| Oxfordshire | London |
| Peebles | Edinburgh |
| Pembrokeshire | London |
| Perth | Edinburgh |
| Peterborough, Soke of (included in Northamptonshire) | London |
| Radnorshire | London |
| Renfrew | Edinburgh |
| Ross and Cromarty | Edinburgh |
| Roxburgh | Edinburgh |
| Rutlandshire | London |
| Scilly Isle (included in Cornwall) | London |
| Selkirk | Edinburgh |
| Shetland | Edinburgh |
| Shropshire | London |
| Somersetshire | London |
| Staffordshire | London |
| Stirling | Edinburgh |
| Suffolk, East and West | London |
| Surrey | London |
| Sussex | London |
| Sutherland | Edinburgh |
| Warwickshire | London |
| Westlothian (Linlithgow) | Edinburgh |
| Westmorland | Liverpool |
| Wight, Isle of (included in Hampshire) | London |
| Wigtown | Edinburgh |
| Wiltshire | London |
| Worcestershire | London |
| Yorkshire | Liverpool |
| **Northern Ireland** | Belfast |

# Agency and export opportunities, market surveys, etc.

*Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.*

*The number in brackets indicates the Bulletin in which published.*

**The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.**

**Australia**
(110/66) Agency inquiry for Christmas crackers. E.S.B. 21119/66.
(110/66) Inquiry for flower stands; gift lines; novelties; plaques; souvenirs. E.S.B. 21143/66.
(110/66) Inquiry for machine tools. E.S.B. 21041/66.
(110/66) Inquiry for men's headwear. E.S.B. 21424/66.
(111/66) Inquiry for catering equipment and plant. E.S.B. 21841/66.
(111/66) References to the Special Advisory Authority. C.R.E. 797/66.
(112/66) Inquiry for clocks. E.S.B. 21872/66.

**Austria**
(107/66) Agency inquiry for clothing; leather goods. E.S.B. 20726/66.
(107/66) Agency inquiry for tension pins. E.S.B. 947/66.
(109/66) Inquiry for clothing. E.S.B. 21095/66.
(109/66) Inquiry for knitwear; men's clothing. E.S.B. 20783/66.
(110/66) Inquiry for triacetate and staple fabrics. E.S.B. 21151/66.
(111/66) Inquiry for men's suits; riding clothes; shirts. E.S.B. 21169/66.

**Austria/Poland**
(109/66) Trade Agreement. C.R.E. 6001/G.

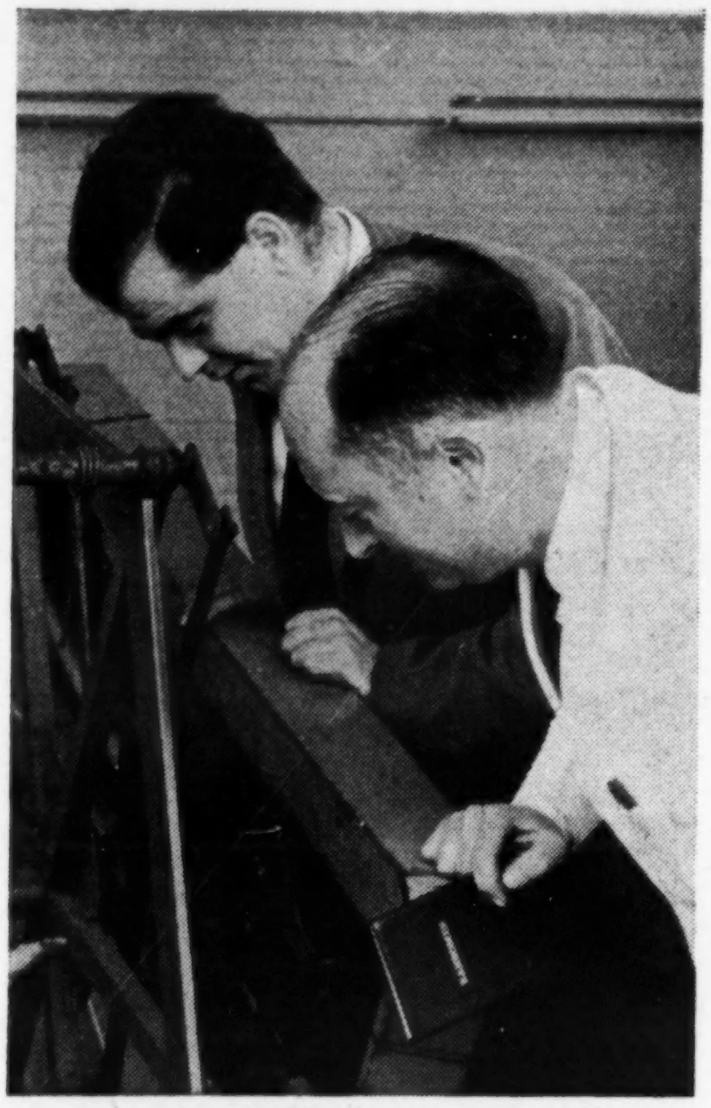
**Bahrain**
(108/66) Inquiry for furniture. E.S.B. 20691/66.

**Bolivia**
(112/66) Inquiry for electric wires. E.S.B. 21285/66.
(112/66) Inquiry for wool yarn. E.S.B. 21403/66.

**Bulgaria**
(110/66) British overseas commercial representative's visit. E.S.B. 6865/66.

**Canada**
(109/66) Agency inquiry for advertising specialities; giftware; novelty and souvenir items. E.S.B. 20956/66.
(109/66) Agency inquiry for milk neutralizer. E.S.B. 21055/66.
(110/66) Agency inquiry for telephone equipment. E.S.B. 21017/66.
(109/66) Inquiry for church supplies and furnishings; heraldic shields. E.S.B. 21112/66.
(110/66) Inquiry for china and glass giftware. E.S.B. 21221/66.
(111/66) Inquiry for logging extraction equipment. E.S.B. 20207/66.

**Canary Islands**
(110/66) Agency inquiry for activated charcoal. E.S.B. 19531/66.



*Alastair (Jock) Hamilton (left) and Antonio Bordes inspect a Cavalier combine at the Ipswich works of Ransomes Sims & Jefferies Ltd. Mr. Hamilton works for Ransomes' Middle Eastern representative, R. T. Perigo of Beirut, while Senor Bordes is service manager for Pares Hermanos S.A., Barcelona, Ransomes combine distributor in Spain.*

**Ceylon**
(108/66) Inquiry for pressure dyeing machine; screen printing machine. E.S.B. 20214/66.

**Finland**
(110/66) Agency inquiry for coffee. E.S.B. 21116/66.

**France**
(108/66) Agency inquiry for automobile accessories; building materials and products; household equipment. E.S.B. 20970/66.
(108/66) Agency inquiry for pullovers. E.S.B. 12327/65.
(109/66) Agency inquiry for electronic instruments. E.S.B. 20951/66.
(110/66) Inquiry for chemical engineering equipment; heating units; industrial taps and cocks. E.S.B. 121088/66.
(111/66) Inquiry for Christmas puddings. E.S.B. 20772/66.

**France/Bulgaria**
(111/66) Trade Agreement. C.R.E. 6636/G.

**Germany, Federal Republic of**
(109/66) Agency inquiry for mechanical handling equipment E.S.B. 20729/66.
(109/66) Agency inquiry for mechanical handling plant. E.S.B. 20921/66.
(107/66) Inquiry for plastic products. E.S.B. 20787/66.
(108/66) Inquiry for packaging machines and materials. E.S.B. 20916/66.
(108/66) Inquiry for venison and game. E.S.B. 20974/66.
(109/66) Inquiry for road-marking materials. E.S.B. 21082/66.
(111/66) Inquiry for decoration velvet. E.S.B. 21161/66.

**Ghana**
(111/66) Inquiry for plastic raw materials, shoe designs and raw materials. E.S.B. 21437/66.

**Greece**
(111/66) Agency inquiry for caustic soda; cotton waste. E.S.B. 21196/66.

**Hong Kong**
(109/66) Inquiry for nylon stockings. E.S.B. 10758/66.
(109/66) Inquiry for water meters. E.S.B. 20725/66.

**India**
(112/66) Inquiry for scientific instruments, accessories and supplies. E.S.B. 22081/66.

**Iran**
(108/66) Inquiry for chicken slaughter and plucking machinery; egg grading and packing machinery; glue making machinery. E.S.B. 20757/66.
(109/66) Inquiry for hospital equipment; pharmaceuticals; surgical and laboratory instruments. E.S.B. 20048/66.

**Iraq**
(108/66) Agency inquiry for accumulating register; automatic traffic counters; blood administration sets; electric lamps; laboratory equipment; surgical instruments. E.S.B. 1556/66.

**Israel**
(107/66) Agency inquiry for dietetic products. E.S.B. 20904/66.
(108/66) Agency inquiry for chemicals; insecticide raw materials. E.S.B. 20910/66.
(108/66) Agency inquiry for flavouring essences; mercury lamp reflectors. E.S.B. 26217/64.
(108/66) Agency inquiry for industrial instruments; pneumatic conveyor equipment. E.S.B. 20918/66.
(110/66) Agency inquiry for artificial fibre tops. E.S.B. 21188/66.
(111/66) Agency inquiry for petrol engines. E.S.B. 21220/66.

**Italy**
(107/66) Agency inquiry for leather clothing. E.S.B. 20613/66.
(108/66) Agency inquiry for sanitary and sterilizing equipment; surgical equipment. E.S.B. 21015/66.
(109/66) Agency inquiry for ceramic stoneware. E.S.B. 21028/66.
(109/66) Agency inquiry for chemicals. E.S.B. 21081/66.
(109/66) Agency inquiry for electronic polarimeters. E.S.B. 21097/66.
(110/66) Agency inquiry for dishwashers; refrigerators; television sets; washing machines. E.S.B. 21182/66.
(111/66) Agency inquiry for cutlery; household requisites and cleaning products. E.S.B. 21185/66.
(111/66) Agency inquiry for sporting guns. E.S.B. 21416/66.
(108/66) Inquiry for rubber gloves; sponge tissues; toilet paper. E.S.B. 21014/66.
(109/66) Inquiry for agricultural products; chemicals; clothing; footwear; giftware; leather goods; medicines; paints and varnishes; perfumery and cosmetics. E.S.B. 21049/66.
(110/66) Inquiry for radar equipment; radio-telephones; radio apparatus. E.S.B. 21167/66.

**Jamaica**
(107/66) Agency inquiry for ironing boards. E.S.B. 13233/66.

**Japan**
(111/66) Manufacture under licence – mechanical handling equipment; rubber wheels. E.S.B. 13412/66.

**Jordan**
(109/66) Agency inquiry for refrigertors. E.S.B. 21134/66.
(111/66) Inquiry in respect of women's clothing. E.S.B. 21241/66.

**Kenya**
(110/66) Agency inquiry for miscellaneous products. E.S.B. 19059/66

**Malawi**
(108/66) Agency inquiry for cutlery; footwear; laces; sports goods; textile piece-goods. E.S.B. 20661/66.

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*Contact* **SPANIMEX TRANSLATORS AND INTERPRETERS**

**32-34 Borough High Street, S.E.1.** **Tel.: HOP 2141** **Telex: 261616**

**Malta**
(108/66) Agency inquiry for hotel furnishings and equipment. E.S.B. 20935/66.

**Nepal**
(110/66) Inquiry for film studio equipment; glass-making machinery. E.S.B. 20139/66.

**New Zealand**
(108/66) Inquiry for building installation equipment and supplies. E.S.B. 20098/66.
(108/66) Inquiry for butter churn spun ends. E.S.B. 21073/66.
(112/66) Manufacture under licence – aluminium balustrading – further information. E.S.B. 10934/66.

**Nigeria**
(109/66) Agency inquiry for pumps. E.S.B. 20470/66.
(111/66) Inquiry for clothing; piece-goods. E.S.B. 21410/66.

**Pakistan**
(108/66) Agency inquiry for electrical and mechanical machinery. E.S.B. 20213/66.

**Poland**
(108/66) Shipping Industry. E.S.B. 20410/66.

**South Africa**
(108/66) Agency inquiry for oleic acid. E.S.B. 18571/66.
(110/66) Inquiry for lighting fittings and accessories; marine equipment. E.S.B. 21120/66.

**Spain/Czechoslovakia**
(109/66) Trade Agreement. C.R.E. 13196/G.

**Sudan**
(110/66) Inquiry for medical and laboratory instruments and equipment. E.S.B. 21005/66.

**Sweden**
(109/66) Agency inquiry for children's garments. E.S.B. 20979/66.
(110/66) Agency inquiry for yarns. E.S.B. 21117/66.

**Switzerland**
(107/66) Agency inquiry for steel tape measures. E.S.B. 18175/66.
(107/66) Agency inquiry for textiles. E.S.B. 20727/66.
(108/66) Agency inquiry for stainless steel products. E.S.B. 20981/66.
(110/66) Agency inquiry for plumb bobs. E.S.B. 21178/66

**Trinidad and Tobago**
(109/66) Agency inquiry for fluorescent lighting fittings; pipes. E.S.B. 21106/66.

*Herr A. Doltl, a quarry owner and asphalt contractor, from Wilsersdorf on the Austrian-Czechoslovakian border was so impressed with the performance of this tractor shovel manufactured by Eaton Yale and Towne at Wednesfield, that he placed an immediate order. Picture shows the tractor shovel, photographed in Austria, during the actual demonstration in which European and American tractor shovel manufacturers also participated.*

(111/66) Inquiry for incinerator plant – further information. E.S.B. 20282/66.

**Uganda**
(112/66) Agency inquiry for electric water heaters. E.S.B. 21038/66.

**United Arab Republic (Egypt)**
(108/66) Inquiry for clocks and watches; cosmetics; gift items; sunglasses; tape recorders. E.S.B. 21113/66.

**United States of America**
(107/66) Inquiry in respect of knitwear. E.S.B. 14066/66.
(108/66) Inquiry for china; purses; stoles and scarves; tam o' shanters; travel rugs. E.S.B. 20665/66.
(108/66) Inquiry for toys. E.S.B. 20692/66.
(110/66) Inquiry for lacrosse equipment; soccer boots; track shoes. E.S.B. 20127/66.

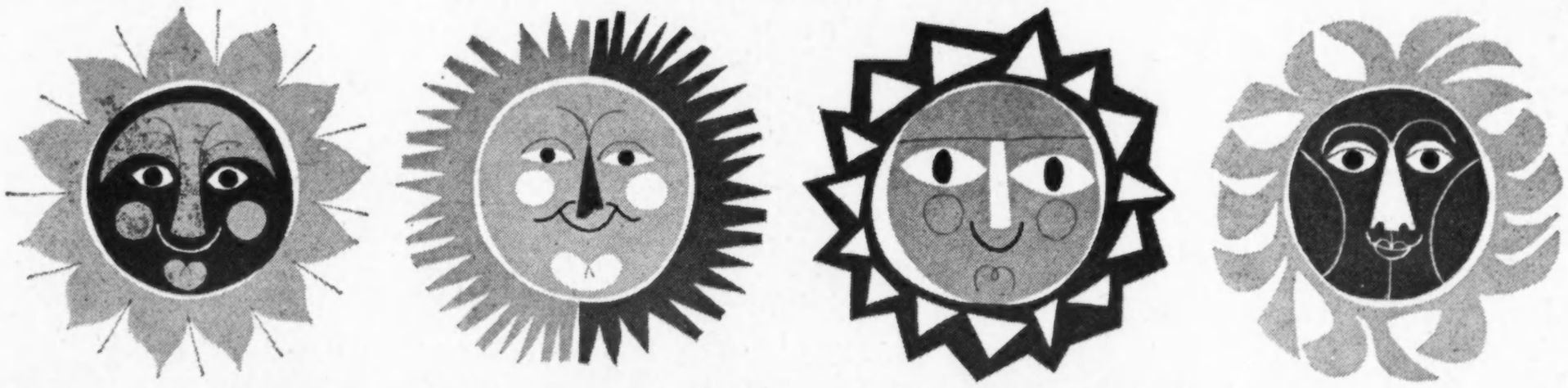
**Uruguay**
(108/66) Inquiry for food products. E.S.B. 19807/66.

**Venezuela**
(111/66) Agency inquiry for PVC tubing. E.S.B. 21214/66
(109/66) Inquiry for castor oil. E.S.B. 21042/66.
(110/66) Inquiry for automotive parts and accessories. E.S.B. 21118/66.

**Yugoslavia**
(108/66) Foreign Exchange Retention Quotas. E.S.B. 21141/66.

## EXPORT INFORMATION CENTRE

*The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.*

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# Export Tours

*Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the* Board of Trade Journal *of March 18. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of March 18 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

## Export executive visits Scandinavia

MR. STEWART MCCABE, export sales manager of Jaycee Furniture Limited, Brighton, manufacturers of period styles, left on May 1 for a visit to Norway and Denmark.

After three days in Oslo seeing the showings of Jaycee furniture being put on by two stores in the city during the British Trade Fair and Fortnight, Mr. McCabe went on to Copenhagen to discuss preparations for a display of Jaycee furniture in the Vesterbrogade showrooms of the company's Danish agent, Benny M. Christensen, during the Denmark Furniture Fair, May 16 to 23.

## Giftware selling mission to Germany

MR. ELKAN SIMONS recently announced a giftware selling mission to Germany next October. The mission is being organized by the Export Council for the Gifts Industry in late October for some 14 days to Hamburg, Frankfurt and Munich. Three or four days will be spent in each city, with two days devoted to sample displays in the hotels in which members of the mission will be staying.

Full advance publicity in the German national and trade press is being arranged, and, with the co-operation of the Embassy, commercial staff of our Consulate and representatives of the German Chamber of Commerce and trade associations, German importers, store buyers and retailers are being invited to attend the sample shows in the respective cities.

Firms who are interested in joining this selling mission should contact the Export Council for the Gifts Industry, 12 Buckingham Street, London, W.C.2.

## African sales tour

MR. R. W. HARE, manager of the hydro-pneumatic accumulator division of Fawcett Preston & Company (MI Group), of Bromborough, Cheshire, has left on a five-week extensive tour of Africa. Mr. Hare is visiting existing agents and seeking new ones for the distribution of Greer-Mercier hydro-pneumatic accumulators.

## Touring export projects

MR. W. P. N. EDWARDS, managing director of British Overseas Fairs, left on June 9 on a 15,000-mile tour to check progress on four major British export projects in the Western Hemisphere.

His first stop will be New York, where the British Trade Centre – the first permanent showcase for British products abroad – is due to open in the Rockefeller Center on June 28.

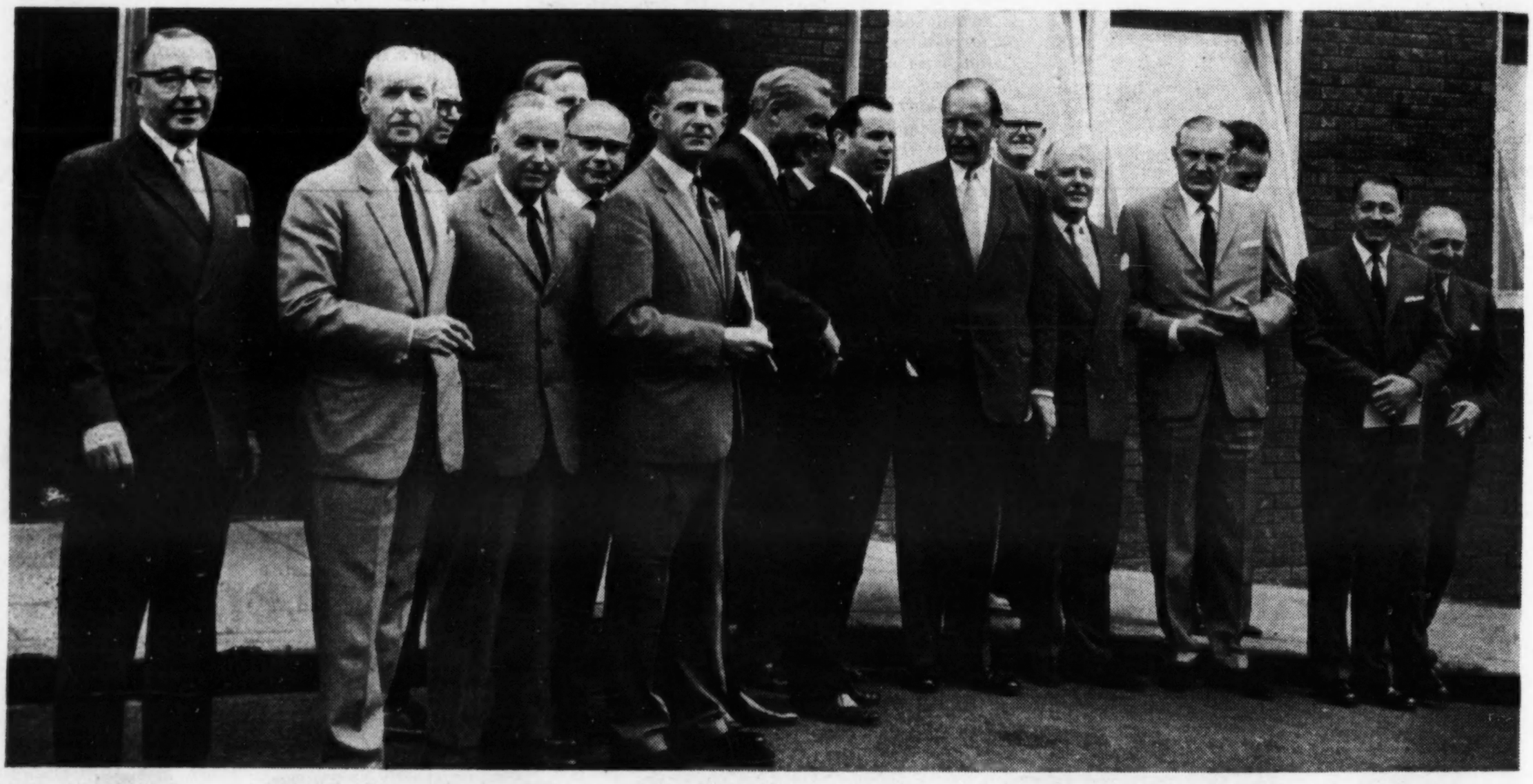
Next he will go on to Canada where two important promotions are to be staged next spring to coincide with Canada's Centennial Year. The first will be a British Industrial Fair – a hard-sell capital and producer goods show – at Toronto from May 1-5, and the other a British Pavilion at the British Columbia International Trade Fair, 2,000 miles away at Vancouver, from May 17-27.

Finally he will fly on to Mexico City, where the British Industrial Exhibition, with special emphasis on machine tools, is to take place from October 19-30.

## Sporting guns for Europe

MR. L. J. L. HILL, general sales manager for Webley and Scott Ltd., recently spent three days at St. Etienne, near Lyons, where in October the firm is playing an active part in the British Week. He reports that no less than five major retailers qualified for dealerships.

Mr. Hill also visited Norway, Sweden and Denmark. His visit to these countries yielded encouraging results.



*Members of a London Chamber of Commerce trade delegation, led by Lord Erroll of Hale (seventh from right), president designate of the London Chamber, which flew from London Airport on June 6 for a 10-day visit to Russia at the invitation of the Soviet Chamber of Commerce.*

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# Export Orders

**Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.**

### More computer exports

AEI, ICT and English Electric-Leo-Marconi have all announced substantial export orders for computers recently. Two AEI CON/PAC 4040 process computers, worth nearly £100,000, are to go to the Hallstra pulp and paper mill of ASEA of Sweden, where they will be used for comprehensive control of the paper mill, including log grinding, stock and white water flow, and the control of electrical power demand. The ICT order has been placed by the Hungarian Statistical Office and is worth £300,000. It covers two ICT 1904 computers, of which one, due for delivery in October 1966, will be used on population and economic statistics, while the second will be delivered in February 1967 for developing pilot schemes for industrial data processing. Intercontinental Data Services are the customer for the KDF 8 computer shipped to the Argentine recently by English Electric-Leo-Marconi. The value in this case is £157,000.

### Power plant from Hawker Siddeley

The Hawker Siddeley group have reported a number of successful tenders for the supply of power plant overseas. The resulting orders include one for £900,000 for the supply, delivery and installation of six Mirrlees National KVSS16 Major diesel engines coupled to Brush alternators for Hammersley Iron Pty. Ltd., at their new power station at Dampier in Western Australia. Another contract, worth almost £500,000, has been placed by the Bahamas Electricity Corporation and is for a complete diesel power station for installation on Paradise Island, a development area. A third order announced by the group recently is for 16 7.5 MW turbo-generators for peak load and stand-by duties. The sets are destined for Mexico, British Columbia and Ontario and the order is worth nearly £250,000.

### 300 tractors for Colombia

Britain has won a £¼ million contract to supply Colombia with agricultural tractors. The order has been secured by Ford Tractor Operations, and the tractors, built at Basildon, Essex, will be shipped within the next few weeks. About 300 tractors are involved.

### Spanish order for Weatherill

An order for eight of their four-wheel-drive hydraulic loading shovels – three L.66's, their largest model, and five L.62B's – worth £54,000 has been received from Spain by F. E. Weatherill Ltd., of Welwyn Garden City.

### British companies win £780,000 Jamaican order

Two British companies, Leyland Motors Ltd., and Metropolitan-Cammell-Weymann Ltd., have received contracts worth £780,000 to supply vehicles to Jamaica. The companies are sharing a £540,000 order for 77 fully bodied Olympic buses, and Leyland's agents in Kingston have ordered 100 truck and bus chassis making up the total value of £780,000.

### Coaches for South Africa

A British firm of coachbuilders has completed a £20,000 export order of luxury coaches to a special design for South African Airways. Duple Motor Bodies Ltd., say that the eight coaches, built on Bedford chassis, had 18 fully-adjustable reclining seats with armrests. The whole of the body framework is in Iroko, a special wood which resists insects and decay in tropical climates. In addition to top sliding windows the bodywork of the coaches is equipped with forced ventilation, and the body shell has 2in. fibreglass insulation throughout.

### Fourth Latin American airline chooses BAC One-Eleven

Demonstration of the British Aircraft Corporation One-Eleven short/medium-haul jet airliner in Latin America, on the third stage of its 160,000-mile world tour, resulted in a further sale. Aerovias Condor de Colombia Ltda. (Aerocondor) of Colombia has decided to purchase one BAC One-Eleven 400 Series for delivery in October 1967. Aerocondor thus becomes the fourth Latin American airline to choose the BAC One-Eleven. The airline will use the One-Eleven on its routes between Bogota, Barranquilla and Miami, with an intended extension to New York. Aerocondor's order brings the total orders for the One-Eleven to 97 (with options to 117) from 20 customers.

### British landing system for Moscow

Standard Telephones and Cables Limited has received an order from the USSR for an instrument landing system (ILS) to be installed at Moscow's Sheremetyevo Airport. This forms part of a contract worth over £100,000 recently completed between STC's Radio Division and the USSR Trade Delegation on behalf of Aeroflot, the Soviet airline. The contract is for ground and airborne radio navigation equipment.

### Latin American order for GEC

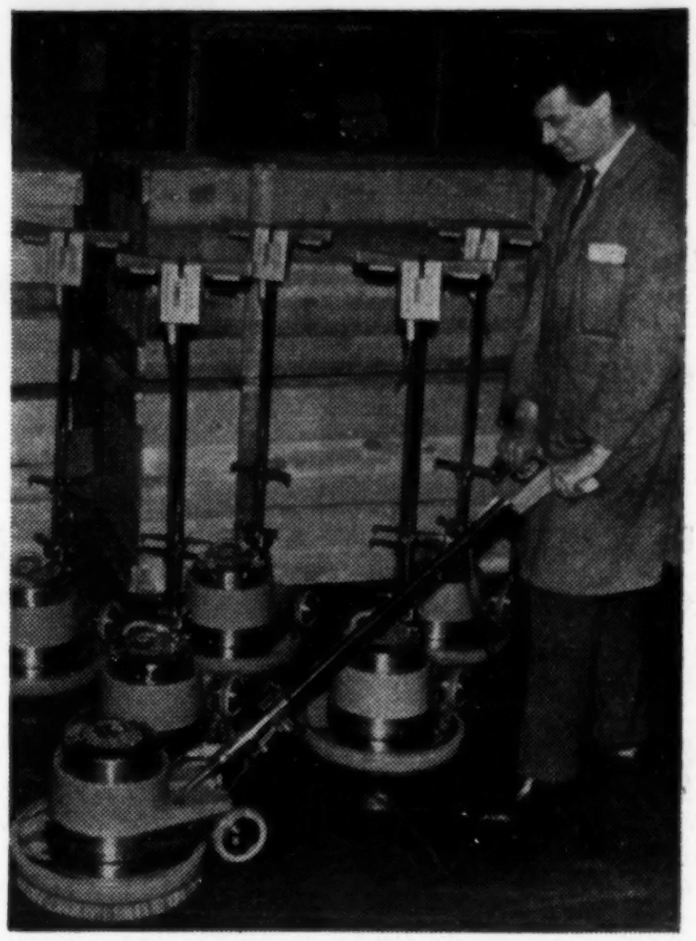
The General Electric Company Limited of England heard recently that it had been awarded a £300,0000 contract to supply a microwave communications network linking all the principal towns of Costa Rica. This brings the total of export business done in the last few years in Latin America by the company up to the value of approximately £3,000,000. The ten station network extends from the town of Liberia in the north down to the border of Panama. It will be installed and commissioned by GEC engineers, who will also be responsible for maintanance initially.

### Hydrogen process export to Japan

Petrocarbon Developments Ltd., and Sumitomo Chemical Engineering Co. (SCEC), of Tokyo have signed a licence agreement under the terms of which Petrocarbon's processes for the recovery of hydrogen from ammonia purge gas and refinery gas will be made available to SCEC. The recovery of argon from ammonia purge gas is also covered by the agreement.

### £500,000 export order for bulk transporters

An order worth about £500,000 for the export to South Africa of bulk transporting road trailers, fitted with the Murfitt moving bulkhead system of vehicle discharge, has been obtained by Murfitt Bulk Transporters Ltd., of Wisbech, Cambridgeshire. The vehicles will be used for the transportation of grain and powder products in bulk.



*A hundred Kent Panda floor maintenance machines are being supplied by Izal (Overseas) Limited, Thorncliffe, for the Danish market, through their agents A/S Darenas of Copenhagen. These will be the first Kent Panda machines to go to Denmark. The first order was for twenty of the type known as M17s and twenty E13s. A further order in hand is for sixty M17s.*

### Storage tanks for Nigeria

Whessoe Ltd., have been awarded a contract by the Shell-BP Petroleum Development Company of Nigeria Limited for the supply and erection of crude oil storage tanks, erection of pipework and associated civil works at the Bonny Island Oil Terminal, Nigeria.

The contract value over £350,000, includes two 220 ft. diameter by 62 ft. high oil storage tanks fitted with Horton pontoon type V floating roofs. The tanks, of welded construction, will be erected at Bonny by Whessoe overseas erection crews.

This is the fifth major contract awarded to Whessoe for construction at the Bonny Island Terminal, Nigeria.

### Post Office safety belt for export

A special safety belt designed by Irving Air Chute of Great Britain Limited, Letchworth, Herts, for the use of GPO telephone linesmen, is also proving an export best-seller. Already, similar versions, known as the 'SB10', are being used to safeguard linesmen in Australia, New Zealand, Israel, South Africa, Jamaica, Singapore and Malaysia, and the telephone authorities of several other countries are interested. The belt, which is made of Terylene, is stronger, lighter and less cumbersome than the belts previously used.

### Demba Bauxite project

Taylor Woodrow International Ltd., has recently been awarded a £960,000 contract for extensive additions to the bauxite processing plant of the Demerara Bauxite Co. Ltd., at Mackenzie, British Guiana.

New construction will include extensions to the process plant, power station, storage buildings and ancillary works, and all structural and mechanical erection and electrical installation. The work is being carried out to designs prepared by the client's own staff.

# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## BELGO-LUXEMBOURG ECONOMIC UNION

### *Import duty tariff quotas*

A BELGIAN MINISTERIAL Order of May 25, 1966 ('*Moniteur Belge*' No. 103 of May 28, contains an addition (reproduced below) to the list of goods to be admitted at a reduced rate of import duty during 1966, up to an annual quota specified against each item when imported from *non-EEC* countries.

Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The order came into force from June 1, 1966.

Addition

| Tariff No. | Description of Goods | Annual Quota (Quantity: Metric tons) | | Reduced Duty (Per cent) | |
|---|---|---|---|---|---|
| | | OLD (Prior to Jan. 1, 1966) | NEW (From Jan. 1, 1966) | OLD (Prior to Jan. 1, 1966) | NEW (From Jan. 1, 1966) |
| ex 02.01 A II a 2 | Meat of animals of the domestic bovine species, frozen destined for processing‖ . . . | 3,960*† | 4,000§‖ | 10‡ | 15·8¶ |

* Quota for the period from October 11, 1965, to December 31, 1965, inclusive.
† This quantity related to meat *with* bone, destined for processing.
‡ Reduced import duty for the period from October 11, 1965 to December 31, 1965, inclusive.
§ Quota for the period from June 1, 1966, to July 31, 1966, inclusive.
‖ This relates to forequarters and parts without bone, destined for processing.
¶ Reduced import duty for the period from June 1, 1966, to July 31, 1966, inclusive.

**Note:**
There is also a duty-free import tariff quota for the above-mentioned product up to an *unlimited* amount in respect of imports from EEC countries.

A Belgian Ministerial Order of May 31, 1966 ('*Moniteur Belge*' No. 105 of June 2), contains additions (reproduced below) to the list of goods to be admitted free of import duty during 1966 up to an annual quota specified against each item when imported from *non-EEC* countries.

The order came into force from June 1, 1966.

Additions

| Tariff | Description of Goods | Annual Quota (Quantity: Metric tons) | |
|---|---|---|---|
| | | OLD (Prior to Jan. 1, 1966) | NEW (From Jan. 1, 1966) |
| 73.02 C | Ferro-silicon . . . . . | 13,380 | 8,175 |
| ex 73.02 E I | Ferro-chromium containing by weight not more than 0.10% of carbon and more than 30% but not more than 90% of chromium (highly refined ferro-chromium) | 4,900* | 340 |

* This quantity was for 'ferro-chromium'.

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of April 22, 1966, page 906.

## EUROPEAN ECONOMIC COMMUNITY

### *Further translations of EEC regulations*

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

| Regulation | Description | Price |
|---|---|---|
| 172/65 | Concerning levies applicable to hybrid maize for sowing . . . | 8d. |
| 173/65 | Continuing the application of Regulation No. 3/63 concerning relations with State-trading countries in respect of certain agricultural products . . . . . | 5d. |
| 174/65 | Laying down death and invalidity tables and the law of variation of salaries to be used to calculate the actuarial values provided for in the Service Regulations of officials of the Communities . | 5d. |
| 1/66 | Reducing the additional amount of levies on slaughtered hens and chickens and on halves and quarters of hens and chickens . . | 5d. |
| 2/66 | Amending the additional amount of levy on liquid or frozen egg yolks . | 5d. |
| 3/66 | On certain measures by way of derogation concerning imports from third countries on frozen beef and veal . . . . . | 8d. |
| 4/66 | Continuing the applicability of Regulation No. 142/64 on refunds to producers in respect of cereal starch and potato starch . . | 5d. |
| 5/66 | Continuing the applicability of Regulation No. 88/65 concerning refunds on exports to third countries in the pigmeat, egg and poultry meat sectors . . . . . | 5d. |
| 6/66 | To continue for the third time the applicability of Regulation No. 85/63 on determining sluice-gate prices and supplementary amounts of levies and laying down transitional provisions for cuts, preparations and preserves of pigmeat . . . . . | 5d. |
| 7/66 | On determining the additional amount of the levy on poultry eggs in shell . . . . . | 5d. |
| 8/66 | Amending Regulation No. 119/65 on the quantity of butter to be imported levy-free into Italy . . . . . | 5d. |
| 9/66 | Amending Regulation No. 69/65 on the time limit prescribed for the accelerated sale of butter to the Netherlands . . . . . | 5d. |
| 10/66 | Increasing the additional amount of levies on slaughtered hens and chickens . . . . . | 5d. |
| 14/66 | Amending Article 95 of the Service Regulations of officials of the European Economic Community and the European Atomic Energy Community . . . . . | 8d. |
| 15/66 | Laying down an additional amount of levy on poultry eggs in shell . | 5d. |
| 16/66 | On special measures relating to purchases by the intervention agencies of butter held in private storage . . . . . | 5d. |
| 17/66 | Derogating, as regards the term of validity of export certificates for wheat and rye flour, from certain provisions of Regulation No. 102/64 . . . . . | 8d. |
| 18/66 | Increasing the additional amounts of levy on liquid or frozen whole eggs and on liquid or frozen egg yolks, and determining an additional amount of levy on dried egg yolks . . . . . | 5d. |

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## DENMARK

### *Tariff amendment*

THE DANISH AUTHORITIES have announced that as from May 15, 196*6*, Printing Blocks for Linoleum Printing Machines (B.N. heading 84.40) are free from import duty.

## SPAIN

### *Customs tariff*

IN THE *State Gazette* of June 6 the Spanish authorities announced a change in Customs duties for fresh or chilled fish, Tariff heading 03-01.B, as follows:

Definitive duty: 7 pesetas per kilogramme,
Transitory duty: 5 pesetas per kilogramme,

which will apply until August 31, after which date until the end of the year import duties will not be imposed on this item.

### *Suspension of customs duties*

IN THE *State Gazette* of June 4 the Spanish authorities announced the extension of the import duty suspension on: slabs of more than 1,000 kgs. weight and more than 120 mm. thickness (Tariff heading 73-07.B4a) until July 2, 1966.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

## IRISH REPUBLIC

### *Customs procedures*

THE IRISH REPUBLIC Stationery Office has recently published a *Guidance Manual for Importers on Customs Procedures*. While this publication is primarily aimed at importers in the Irish Republic, it contains some useful information on import documentation, temporary importation procedure, duty free licensing, quota licensing, etc., which would be help to United Kingdom exporters dealing with customers in the Republic.

The Guidance Manual is obtainable through the Government Publications Sale Office, G.P.O. Arcade, Dublin, 1. (price 3s. 6d.).

## ZAMBIA

### *Suspension of duty*

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 3) Regulations, 1966, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from May 12 by the deletion of the following item:

| | | | Effective Rate |
|---|---|---|---|
| Ex 113 | Component parts of rim locks, cylinder night latches, 2-lever mortice locks and 3-lever mortice locks, when imported by persons approved by the Minister and under such conditions as may be determined by the Controller . . . . | — | Free |

and the substitution therefore of the following:

| | | | |
|---|---|---|---|
| Ex 113 | Component parts of rim locks, cylinder night latches, 2-lever mortice locks, 3-lever mortice locks and 4-lever mortice locks, when imported by persons approved by the Minister and under such conditions as may be determined by the Controller | — | Free |

(*Continued on next page*)

**VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN**

*United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.*

*Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.*

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ZAMBIA, *continued*

## *Import control*

ON PAGES 1031 and 1032 of the *Board of Trade Journal*, dated May 6, the Zambian Control of Goods (Import) Open General Licence, 1966 was reproduced for the information of United Kingdom exporters.

The Control of Goods (Import) (Amendment) Open General Licence, 1966 published as Statutory Instrument No. 216 of May 20 amends sub-paragraph (b) (i.e. any goods (not being goods listed in the Second Schedule) which do not exceed £25 in value), of the Control of Goods (Import) O.G.L., 1966, by the insertion after 'value' of the following proviso:

Provided that the authority given under sub-paragraph (b) hereof shall not apply to any goods imported by the same person in multiple consignments unless the aggregate value of those consignments does not exceed £25.

# UGANDA

## *Import licences*

THE MINISTRY OF COMMERCE and Industry of Uganda has informed the High Commission in Uganda that the Uganda Government's policy is to issue licences to import goods into Uganda only to firms which are incorporated in that country.

In future, therefore, licences are to be issued only to companies or firms and individuals incorporated and resident in Uganda.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2252).

# INDIA

## *Changes in import and export duties*

A NOTICE was published in last week's issue of the *Board of Trade Journal* (page 1337) concerning the devaluation of the Indian rupee and changes in import and export duties.

Changes have been made in the rates of basic import duty on a large number of items covered by the Import Tariff Schedule. Broadly speaking the rates on machinery and primary raw materials are being revised to 27½ per cent *ad valorem* and on other raw materials and intermediates to 50 per cent *ad valorem*. The basic rates on most consumer goods and agricultural equipment and appliances remain unchanged.

The 10 per cent regularity duties have been withdrawn from all items.

Foodgrains, fertilizers, books and journals, newsprint, family planning accessories, sulphur and rock phosphate will be entirely free of duty. On certain essential categories of steel, mainly plates and electrical steel sheets, the basic duty has been brought down to 15 per cent. Countervailing excise duties, where leviable, will continue to be levied on all items as before. The specific duties on unmanufactured copper, zinc and lead remain unchanged.

Certain downward adjustments have also been made in basic excise duties on major petroleum products and additional excise duties on these products are being re-adjusted. The effect of these changes will be that the consumer prices of products like kerosene, diesel and furnace oils and motor spirit will remain unchanged.

Tariff values fixed for imported commodities are being suspended in most cases.

Export duties are being imposed on the following basis:

| | Description | Rates |
|---|---|---|
| 1. | Jute manufacture | |
| | a) Hessians | Rs 900 per metric tonne |
| | b) Sacking and all other sorts | Rs 600 per metric tonne |
| 2. | Tea | Rs 2 per kilogramme |
| 3. | Coffee | 50 paise per kilogramme |
| 4. | Black pepper, all sorts | Rs 1·25 per kilogramme |
| 5. | Oil cakes other than copra cakes | Rs 125 per metric tonne |
| 6. | Unmanufactured tobacco (full excise rebate to continue) | 75 paise per kilogramme |
| 7. | Raw cotton | Rs 1,000 per metric tonne |
| 8. | Cotton, waste | 30 paise per kilogramme |
| 9. | Raw wool | Rs 1 per kilogramme |
| 10. | Mica, of all sorts | 50 paise per kilogramme |
| 11. | Hides, skins and leather, tanned and untanned, but not including leather manufacturers | 10% ad valorem |
| 12. | Coir and coir manufactures | 10% ad valorem |

21 rupees = £1

The Government of India has arranged that the rupee value of import licences issued on or before June 5, 1966, will be guaranteed up to 57.5 per cent of the value of the unutilised portion to compensate for the devaluation of the rupee.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

# CEYLON

## *Broadcasting and Information Commission*

THE BOARD OF TRADE have received from the Counsellor (Commercial) in Ceylon a copy of the Report of the Commission on Broadcasting and Information published in Ceylon in May, 1966. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2642).

## *Import licences*

THE BOARD OF TRADE have learned by cable that the validity of licences for the import of goods from the United Kingdom and Continental ports with expiry date June 30, 1966, will be extended to September 30, 1966, to take account of shipment delays resulting from the seamen's strike.

# SINGAPORE

## *Import licensing*

THE BOARD OF TRADE has received Notice to Singapore Importers No. 19 which states that with effect from May 27, 1966, the importation of:

Ballasts for fluorescent lamps
(code 812 425-1)

from any country must be covered by specific import licences approved by the Singapore Imports and Exports Control and Registration Department.

A Notification published on May 27, 1966, as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965 by placing the abovementioned goods on a specific import licensing basis.

The purpose of this control is to ensure that imported consignments of ballasts for fluorescent lamps are up to British Specification Standard. Every consignment brought into Singapore will be subject to tests by the Light Industries Services of the Economic Development Board to ensure this, and consignments which fail to reach the British Specification Standard will be denied importation.

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## HONG KONG

# *Customs tariff amended*

THE BOARD OF TRADE have now received from Hong Kong a copy of the resolution which was published on February 24, 1966, amending the duties on tobacco, motor spirit and diesel oil for certain road vehicles.

| | HK$ per pound |
|---|---|
| Tobacco: | |
| A. Unmanufactured tobacco: | |
| (1) unstripped tobacco containing: | |
| (a) 10% or more of moisture by weight: | |
| (i) tobacco of Commonwealth origin | 7·70 |
| (ii) other tobacco | 8·00 |
| (b) less than 10% of moisture by weight: | |
| (i) tobacco of Commonwealth origin | 7·73 |
| (ii) other tobacco | 8·03 |
| (2) stripped tobacco containing: | |
| (a) 10% or more of moisture by weight: | |
| (i) tobacco of Commonwealth origin | 7·85 |
| (ii) other tobacco | 8·15 |
| (b) less than 10% of moisture by weight: | |
| (i) tobacco of Commonwealth origin | 8·00 |
| (ii) other tobacco | 8·30 |
| B. Manufactured tobacco: | |
| (1) Cigars: | |
| (i) of Commonwealth origin and manufacture | 8·75 |
| (ii) of Commonwealth manufacture only | 9·50 |
| (iii) other cigars | 11·25 |
| (2) Cigarettes: | |
| (i) of Commonwealth origin and manufacture | 9·40 |
| (ii) of Commonwealth manufacture only | 10·00 |
| (iii) other cigarettes | 10·90 |
| (3) Other manufactured tobacco including snuff and cigar cuttings: | |
| (i) of Commonwealth origin and manufacture | 7·45 |
| (ii) of Commonwealth manufacture only | 8·05 |
| (iii) Chinese prepared tobacco | 2·50 |
| (iv) other varieties | 8·95 |

(This amends the tobacco duties which were published in the *Board of Trade Journal* dated May 1, 1964, page 986.)

| | HK$ per gallon |
|---|---|
| Hydrocarbon oils: | |
| (a) light oils: | |
| (i) motor spirit | 1·80 |
| (ii) other light oils | 0·10 |
| (b) heavy oils: | |
| (i) diesel oil for public omnibuses owned and operated by China Motor Bus Company Ltd. and by the Kowloon Motor Bus Company (1933) Ltd. respectively. | 0·50 |
| (ii) diesel oil for other road vehicles | 1·30 |
| (iii) other diesel oil and other heavy oils not specified above | 0·10 |

(This amends the duties on hydrocarbon oils which were included in a notice published in the *Board of Trade Journal* dated November 8, 1963, page 1060.)

## AUSTRALIA

# *Revision of Customs By-laws*

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below.

**New By-laws**

The following goods will be admitted under By-law until further notice.

| Goods | Classification and Duty under the British Preferential Tariff: Tariff Item | Rate of Duty |
|---|---|---|
| Blades for adjustable floating reamers | 82·06 | Free |
| Films, stripping, for offset printing | 37·02 | Free |
| Paperhangers' seam rollers | 39·07, 40·14, 44·25 | Free |
| Benders, hand, portable, for metal tubes, rods and bars | 82·04 | Free |
| Punches: | | |
| Of a kind using interchangeable steel dies | 82·04 | Free |
| Bits for use solely or principally with screwdrivers of the spiral ratchet type | 82·05 | Free |
| Sticks, composing, bookbinders' | 84·34 | Free |
| Sticks, composing, printers' | 84·34 | Free |
| Dies, steel, as used with hand punches | 82·05 | Free |
| Drill points for use solely or principally with screwdrivers of the spiral ratchet type | 82·05 | Free |

**Amended By-laws**

The following By-laws have been amended to apply to the goods as shown.

| Goods | Classification and Duty under the British Preferential Tariff: Tariff Item | Rate of Duty |
|---|---|---|
| Mepyramine maleate and zinc oxide, combined | 30·03 | Free |
| Screwdrivers of the spiral ratchet type including chuck adaptors for use solely or principally therewith | 82·04 | Free |

**Cancelled By-laws**

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below.

| | | |
|---|---|---|
| Mepyramine maleate; the By-law still applies to these goods provided they are in direct transit to Australia on May 26, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 26, 1966, and are entered for home consumption on or before June 24, 1966 | 30·03 | |
| Rollers, paper-hangers' | 40·14·990 | 12½% |
| Rollers, paper-hangers' | 44·25·900 | 22½% plus Primage 5% |
| Paper and paperboard as follows: | 48·07 | Various |
| Sack kraft, silicone treated; the By-law still applies to these goods provided they are in direct transit to Australia on May 19, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 19, 1966, and are entered for home consumption on or before June 17, 1966. | | |
| Embroidery with a ground of woven textile fabric that is: Wholly of cotton; Wholly of cotton and silk; Wholly of silk; or Wholly of cotton, silk and less than 20% by weight of man-made fibres, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security; the By-law still applies to these goods provided they are in direct transit to Australia on May 19, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 19, 1966, and are entered for home consumption on or before June 17, 1966. | 58·10·900 | 10% |

(*Continued on next page*)


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## AUSTRALIA, *continued*

| Goods | Classification and Duty under the British Preferential Tariff | |
|---|---|---|
| | Tariff Item | Rate of Duty |
| Fabrics, to which sub-item 60·01·2 or 60·01·3 or paragraph 60·01·99 otherwise applies:<br>Of cotton, as follows:<br>Tubular or net fabrics of a kind used in the packing and display of merchandise, under security<br>Other than textile fabrics of a kind used with machines in the textile or dyeing industries or in laundries, for use in the manufacture of coated fabrics, under security.<br>The By-law still applies to these goods provided they are in direct transit to Australia on May 26, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on May 26, 1966, and are entered for home consumption on or before June 24, 1966. | 60·01·2<br>60·01·3<br>60·01·99 | Various |
| Files having diamond grains as the working media; the By-law still applies to these goods provided they are in direct transit to Australia on March 31, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on March 31st, 1966, and are entered for home consumption on or before May 3, 1966. | 82·05·200 | 27½% |
| Parts the following:<br>Cylinder sleeves;<br>Parts that are malleable iron castings;<br>Parts to which paragraph 84·06·59 applies.<br>For use in engines incorporated in or for incorporation in crawler or creeper tractors or for use in engines exceeding 10 brake horsepower incorporated in or for incorporation in wheeled agricultural tractors, under security. | 84·06·5 | Various |
| Sticks, composing, bookbinders' . . . .<br>Sticks, composing, printers' . . . . | 98·07<br>98·07 | See under heading New By-laws |

## *Tariff Board inquiry*

THE AUSTRALIAN MINISTER FOR TRADE has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **Plates, sheets, strip, film, roll film and foil, of the vinyl type**. (Tariff Items 39.02.494 and 39.02 495.)

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

| Tariff Item | Goods | Rates of Duty | |
|---|---|---|---|
| | | General | Preferential |
| 39.02 | Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins): | | |
| 39.02.4 | Plates, sheets, strip, film, roll film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut therefrom but not further worked: | | |
| 39.02.49 | Other: | | |
| 39.02.494 | Of the vinyl type, plasticized and of a thickness not greater than 2 millimetres (0·079 in.), not being goods that are supported with another material or that are made from expanded material . | 50% | 32½% |
| 39.02.495 | Of the vinyl type, not being goods falling within sub-paragraph 39.02.494 . . | 40% | 25% |

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1196/66.

## *Tariff Board inquiries*

THE AUSTRALIAN MINISTER FOR TRADE has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Pyrites.** Reference made by the Department of Trade as to what assistance can be given to those enterprises which co-operate with the Government to reduce dependence on imported sulphur-bearing materials for production of sulphuric acid but now find themselves unable to dispose of their production to sulphuric


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acid manufacturers in Australia due to circumstances outside their control.

(2) **Band-Pass Crystal Filters.** This reference has been made as a result of representations by local industry.

Details of the Tariff Item in respect of reference (2) under which the filters are dutiable are given below:

| Item | Goods | Rates of Duty | |
|---|---|---|---|
| | | General | Preferential |
| 85.15 | Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: | | |
| *85.15.100 | Radio broadcast receivers, with or without sound recorders and reproducers, assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete). | 45%, and $10 each | 27½%, and $10 each |
| *85.15.200 | Television receivers designed for the reception of signals without line connection, with or without radio broadcast receivers and sound recorders and reproducers, assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete). | In respect of the picture-tubes – 12½%; in respect of the remainder of the goods – 45%, and $50 each | In respect of the picture-tubes – Free; in respect of the remainder of the goods – 27½%, and $50 each |
| *85.15.300 | Channel tuners for television receivers of a kind falling within sub-item 85.15.2, assembled and complete (including partly assembled or incomplete channel tuners that the Minister directs shall be treated as assembled and complete). | In respect of the valves – 45%, or, if higher, $0·375 each; in respect of the remainder of the goods – 45%, or, if higher, $2·50 each, and 17½% | In respect of the valves – 27½%, or, if higher, $0·25 each; in respect of the remainder of the goods – 27½%, or, if higher, $2·50 each |
| *85.15.400 | Pick-up heads forming part of television cameras. | Free | Free |
| *85.15.500 | Parts for goods of a kind falling within sub-item 85.15.1, 85.15.2 or 85.15.3. | 45% | 27½% |
| 85.15.900 | Other . . . . . | 45% | 27½% |

* These sub-paragraphs are shown for information only: they do not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) CRE 1207/66, (2) CRE 1208/66.

# NEW ZEALAND

## *Customs tariff inquiry*

IT WAS ANNOUNCED in the *Board of Trade Journal* for March 31, 1966, that the New Zealand Tariff and Development Board proposed to reopen on June 17, 1966, the inquiry into import licensing and duties on elastic and elastomeric materials. Due to representations made to the Tariff and Development Board by the major New Zealand producers and manufacturing users, the inquiry has been postponed for an indefinite period. The date on which the inquiry is to be held will be published in due course.

## OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*


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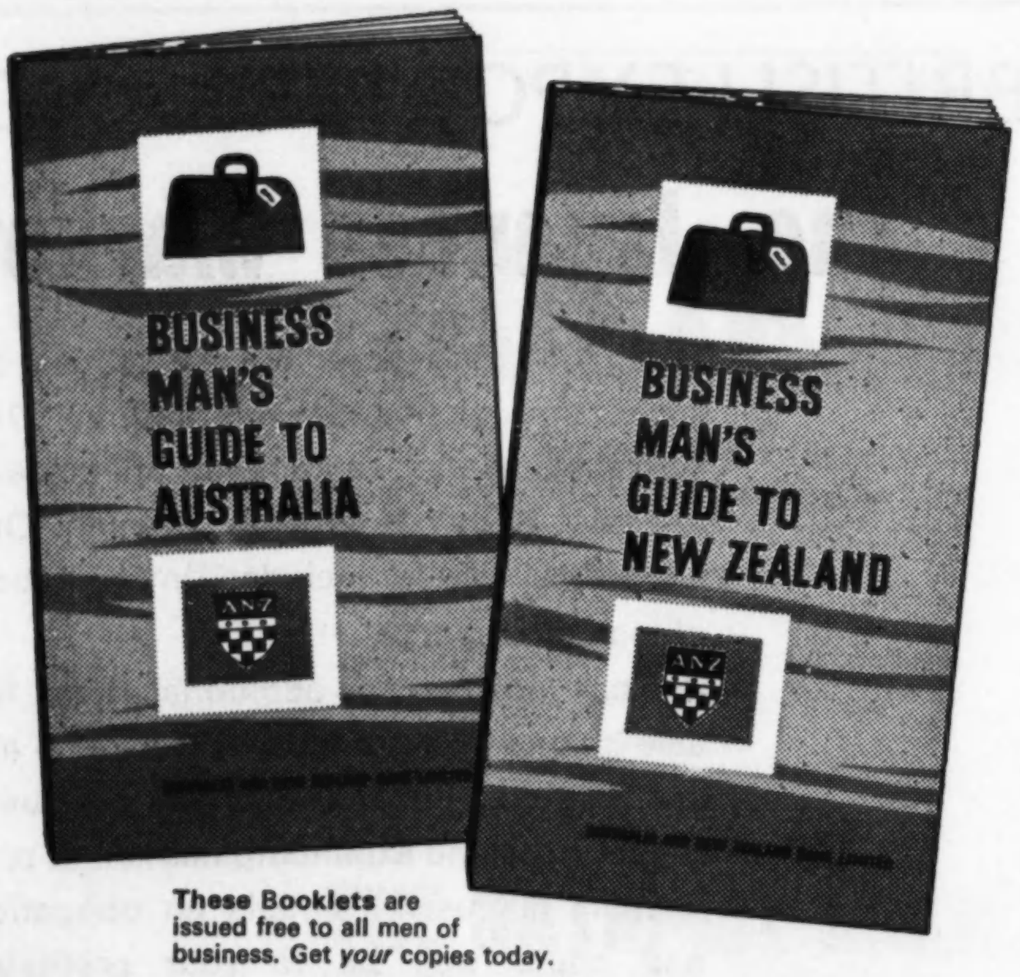


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## CANADA

### *Value for duty on weighing machines*

THE CANADIAN GOVERNMENT have issued an Order in Council P.C. 1966-957, dated May 26, 1966, pursuant to Section 37A of the Customs Act, prescribing that the value for duty of weighing machines from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom amounts equal to the following percentages of the said values:

| | |
|---|---|
| Self-indicating counter sales | 60 per cent |
| Non-self indicating counter sales | 40 per cent |
| Portable platform scales | 40 per cent |
| Dormant scales | 30 per cent |
| Automatic weighing machines | 20 per cent |
| Weighbridges (motor truck and track scales) | 20 per cent |

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2698).

### *Preferential treatment of British goods*

AS ANNOUNCED in the *Board of Trade Journal* dated May 27, the Canadian Government has now issued instructions extending for the time being the British Preferential Tariff to British cargoes destined for Canada which are trans-shipped at foreign ports, provided a through Bill of Lading or other satisfactory documentary evidence (e.g. separate Bills of Lading, commercial invoices, Copy Purchase and Dispatch Orders) is produced indicating that the goods were originally intended for Canada.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2629).

## UNITED STATES

### *Seat belts for use in motor vehicles*

IN THE *Board of Trade Journal* for August 6, 1965, final standards for seat belts for use in motor vehicles were announced to become mandatory after December 31, 1965.

The United States Department of Commerce have now published proposed changes in these standards. In the proposed changes, which pertain to the hardware only, the requirements for attachment hardware will be upgraded through increased strength requirements for fasteners and through certain changes in their corrosion resistance. Additional requirements for buckles are added to reduce the probability of false latching and to provide adequately for unlatching. Changes are made to reduce the likelihood of retractors being used improperly, and requirements for non-locking retractors are added.

The standards prescribed will become mandatory after December 31, 1966, and until that date will be optional alternatives to the standards referred to in the first paragraph above.

Suggestions and comments on the proposed changes will be considered if submitted in writing, in duplicate, to the Director, National Bureau of Standards, U.S. Department of Commerce, Washington, D.C., 20234, by July 2, 1966.

A copy of the proposed changes can be seen in Tariff Section, Export Services Branch, Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 457).

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## *Seat belts in buses*

A PROCEEDING HAS been instituted by the United States Interstate Commerce Commission to inquire into the operations of motor carriers of passengers in order to determine whether it is necessary or desirable to adopt regulations and establish standards which would require such carriers to install, provide, and maintain seat belts for the use of passengers and drivers, and to determine what specifications such seat belts should be required to meet.

Proposed regulations governing the installation and use of seat belts on buses have been prepared by the staff of the Commission's Section of Motor Carrier Safety, Bureau of Operations and Compliance and represent the preliminary views of the Commission's staff.

Interested persons are invited to submit, in writing, verified statements, views and opinions. Twenty-five copies of all such written statements must be filed with the Secretary, Interstate Commerce Commission, Washington, D.C., 20423, on or before August 3, 1966.

A copy of the proposed regulations can be seen in Tariff Section, Export Services Branch, Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 457).

## DOMINICAN REPUBLIC

### *Import duty on industrial and agricultural machinery*

HM EMBASSY in Santo Domingo report the introduction of Law No. 242 dated May 30, 1966, imposing a 5 per cent *ad valorem* import duty on all industrial and agricultural machinery, equipment and spare parts for development purposes, irrespective of type, in substitution for existing duties. This law will not cover any type of vehicle unless incorporated inclusively in the design of the machinery. Previous laws conflicting with this one are repealed. Any dispute arising in the interpretation of the law will be officially submitted to the arbitration of the Ministry of Finance. The new law will apply to goods on which the duty has not yet been paid, even if they arrived in the country before May 30. Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2292), quoting reference CRE 4039/2G.

## VENEZUELA

### *Import licensing restrictions*

BY RESOLUTION No. 2245 issued by the Venezuelan Ministries of Finance and Development on May 31, 1966 and effective from the same date import licensing restrictions have been imposed on the following definitions:

| Tariff No. | Description | Duty in Bolivars |
|---|---|---|
| 022-02-02-2 | Skim, with up to 1% fats, on a dry base:<br>(A) Mixed with a vegetable colouring different to the natural colour of the skimmed powdered milk . . . . .<br>(B) In form not specified . . . . . | <br>0.50<br>0.50 |

### *Customs tariff*

HM EMBASSY in Caracas report that the Venezuelan Ministries of Finance and Development have issued a Resolution No. 2192 of May 30, 1966, and effective 25 days from the date of publication, i.e. June 24, 1966, the tariff on certain types of conduits has been increased to Bs. 1 per Kilo gross weight from Bs. 0.005, and with effect from May 30, 1966, import licensing restrictions on the items affected have been removed.

Details as follows:

| Tariff No. | Description | Duty (Bolivars per Kilo gross) |
|---|---|---|
| 681-13-02.4 | (B) with seams . . . . . | 1 |
| | (C) not installed for electric conductors (conduit pipes) | 1 |

(*Continued on next page*)

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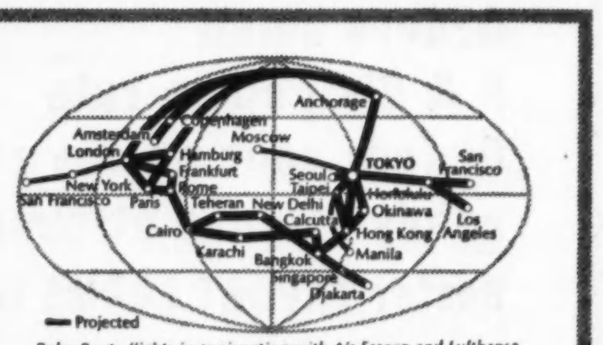

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VENEZUELA, *continued*

## *Import licensing restrictions*

HM EMBASSY in Caracas report that by resolution No. 157 of May 17, 1966, issued by the Ministries of Finance and Development import licensing restrictions have been imposed on transformers up to 10 kilograms. This is due to the change over in frequency from 50 to 60 cycles. The necessity for controlling imports of these transformers is to ensure that they must be able to function on both frequencies of 50 to 60 cycles per second.

| Tariff No. | Description |
|---|---|
| 721-01-04-1 | Up to 10 kilograms. |

The resolution enters into effect from the date of publication for goods going to sea or by parcel post. Those goods bearing consular endorsement or covered by way bills of a date on or before the publication of this resolution (May 20) are exempt from import licensing requirements. Goods coming by air will be liable to import licensing restrictions from May 30.

## *Import licensing restrictions on electrical transformers*

IN THE NOTICE under the above heading published in the *Board of Trade Journal* on April 29, 1966, the tariff number should read 721-01-04-2-3-9, and not 721-01-03-2-3-9 as printed.

# BRAZIL

## *Foreign exchange control*

HM EMBASSY at Rio de Janeiro report that a Brazilian Central Bank Resolution published on May 31, permits importers to buy unlimited foreign exchange in respect of imports of 'General Category' goods, Since January 1965, such imports had been subject, with certain exceptions, to a weekly limit per importer of US $50,000 (see the *Board of Trade Journal* of February 12, 1965, page 373).

# CHILE

## *Amendments to import list*

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

| Section | Group | Item | Tax/Deposit |
|---|---|---|---|
| XIII | 67 | Cement . . . . . (The 10,000% deposit, mentioned in connection with this item published in *Board of Trade Journal* dated March 4, 1966 - Page 525, has been cancelled. | 62% |

## Commercial inquiries in respect of Guyana and Surinam

THE BRITISH TRADE COMMISSION in Georgetown, Guyana, is now part of the British High Commission. Correspondence should be addressed to: The First Secretary (Commercial), British High Commission, Commercial Department, P.O. Box 625, 44 Main Street, Georgetown, Guyana. Cables: UKREP, Georgetown, Guyana. Tel. Georgetown 2881-3.

The British High Commission is now also responsible for Surinam (Dutch Guiana) and correspondence should be sent to the above address. Inquiries may still be sent to the British Vice-Consul, c/o Benz & Co. N.V., Kromme Elleboogstraat 9, Paramaribo, Surinam. Such inquiries should be copied to Georgetown.

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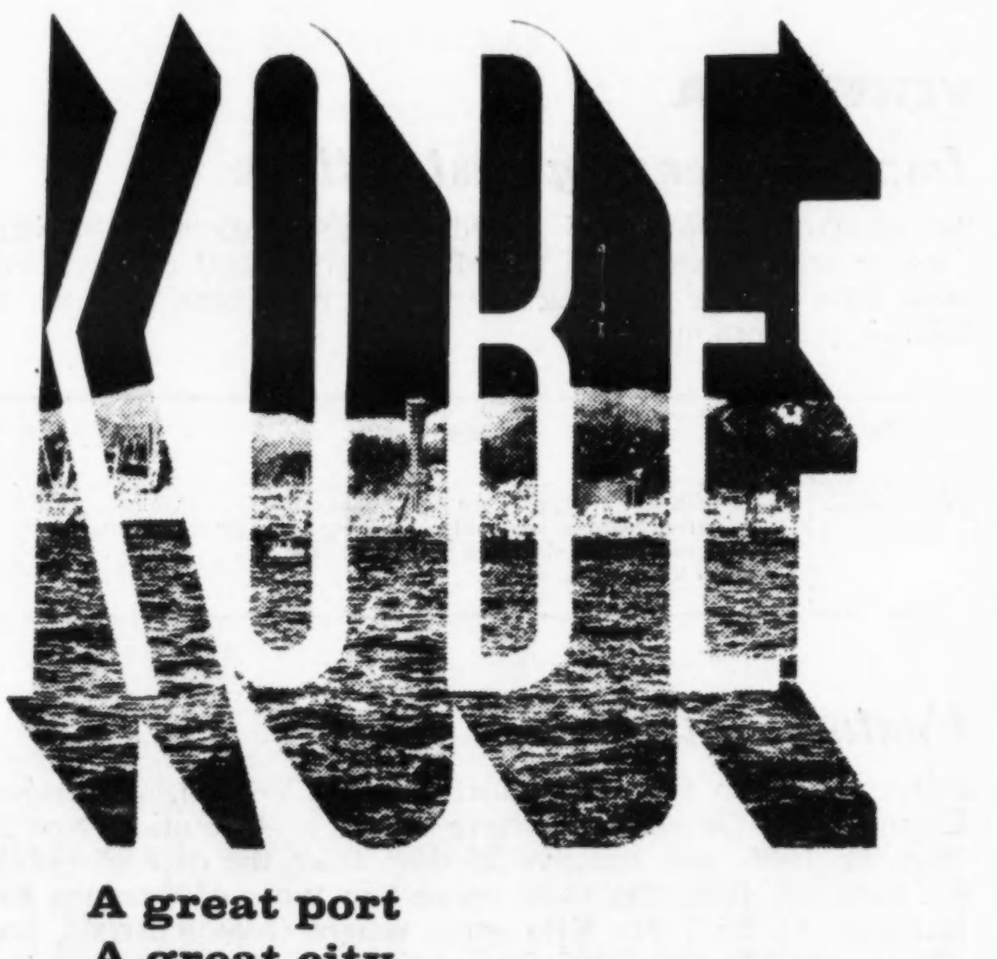

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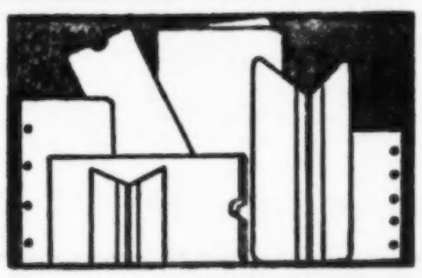

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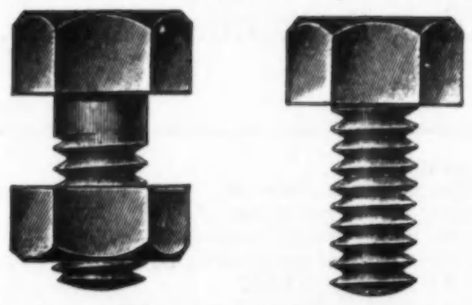

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## BAHAMAS

### *Decimal currency*

THE BAHAMAS GOVERNMENT introduced decimal currency on May 25, 1966. The new currency unit is the Bahamian Dollar which is valued at seven shillings sterling and is divisible into one hundred cents. The Bahamas remain in the Sterling Area.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273).

## PERU

### *Amendments to import tariff*

IT HAS BEEN reported by Her Majesty's Embassy at Lima that by Supreme Resolution No. 150-H, published on May 26, 1966, the Brussels Nomenclature 41.01.1.01 – Fresh, dried and semi-cured bovine hides and skins has been modified as follows:

The specific and *ad valorem* duties on 41.01.1.01 have been suspended when these items are imported directly by National Tanneries. A copy of a certificate issued by the Directorate-General of Industries must be presented when the goods are cleared through Customs.

## Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible.

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|---|---|
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| Business names registered (A) | 4 Feb. 1966 |
| Capital expenditure: | |
| By industry (Q) | 10 June 1966 |
| Distributive and service trades (Q) | 10 June 1966 |
| Annual inquiry (A) | 31 Dec. 1965 |
| Expected capital expenditure (6-M) | 28 Jan. 1966 |
| Catering trades turnover (M) | This week |
| Chemical industries production (6-M) | 20 May 1966 |
| Companies: | |
| Income and finance (Q) | 6 May 1966 |
| New companies registered (M) | 27 May 1966 |
| Credit: | |
| Instalment credit business (M) | 10 June 1966 |
| International trade credit (A) | This week |
| Engineering and electrical goods: | |
| Deliveries of certain products (Q) | 25 Mar. 1966 |
| Production, exports and orders (M) | 27 May 1966 |
| ECGD business (Q) | 3 June 1966 |
| Film industry: | |
| British Film Fund Agency returns (M) | 3 June 1966 |
| Cinema admissions and takings (M) | 27 May 1966 |
| Overseas payments and earnings (A) | 31 Dec. 1965 |
| Registrations of films (A) | 28 Jan. 1966 |
| Trends in film-going (A) | 10 Sept. 1965 |
| Food consumption levels (A) | 20 Aug. 1965 |
| Foreign trade: | |
| Commonwealth trade (A) | 25 June 1965 |
| Sterling area trade summary (Q) | 27 May 1966 |
| Trends in exports of manufactures (A) | 3 Dec. 1965 |
| World trade and production (Q) | 10 June 1966 |
| Foreign trade of the UK: | |
| Trade by air (6-M) | 27 May 1966 |
| Unit value and volume index nos. (M) | 10 June 1966 |
| Value of overseas trade (M) | This week |
| Gold and convertible currency reserves (M) | 10 June 1966 |
| Hairdressing trades turnover (M) | This week |
| Hire purchase: | |
| Assets and liabilities of HP companies (Q) | 20 May 1966 |
| Business (M) | 10 June 1966 |
| Industrial building provisional figures (Q) | 6 May 1966 |
| Industrial production: | |
| Index nos. (M) | 27 May 1966 |
| N. Ireland index (M) | 10 June 1966 |
| Insurance companies: | |
| Assets (A) | 9 July 1965 |
| Transactions (Q) | 1 April 1966 |
| Investments and earnings overseas (A) | 10 June 1966 |
| Laundries and dry cleaners turnover (M) | This week |
| Machine tools deliveries and orders (M) | 20 May 1966 |
| Man-made fibres: | |
| Analysis of production (A) | 8 April 1966 |
| Analysis of production (Q) | 31 Dec. 1965 |
| Deliveries (Q) | 13 May 1966 |
| Production (M) | 3 June 1966 |
| Motor industry: | |
| Car and commercial vehicle production (M) | 27 May 1966 |
| Motor trades turnover (M) | 3 June 1966 |
| Nationalized industries overdrafts (M) | 10 June 1966 |
| Partnerships registered (A) | 4 Feb. 1966 |
| Pension funds: | |
| Assets (A) | 9 July 1965 |
| Transactions (Q) | 11 Mar. 1966 |
| Retail prices index (M) | 27 May 1966 |
| Retail trade: | |
| Index nos. (M) | 10 June 1966 |
| N. Ireland index (M) | 27 May 1966 |
| Shipping movement at UK ports (M) | 27 May 1966 |
| Stocks: | |
| Manufacturers' wholesalers' and distributors' (Q) | 10 June 1966 |
| Retail (M) | 20 May 1966 |
| Textiles: | |
| Clothing and textiles orders and deliveries (M) | 20 May 1966 |
| Cotton production (M) | 20 May 1966 |
| Wholesale houses sales (M) | This week |
| Wool exports (Q) | 20 May 1966 |
| Wool output (M) | 20 May 1966 |
| Tourism: | |
| International tourism (A) | 10 Sept. 1965 |
| UK tourist traffic (M) | This week |
| Wholesale prices: | |
| Average prices of selected commodities (A) | 25 Feb. 1966 |
| Index nos. (M) | This week |

**Board of Trade Departments, etc.**

| *Subject* | *Last published* |
|---|---|
| Board of Trade addresses | 13 May 1966 |
| Board of Trade regional organization | 18 Mar. 1966 |
| British and Commonwealth chambers of commerce and other British business organizations overseas | 11 Mar. 1966 |
| British commercial representatives overseas | 18 Mar. 1966 |
| Directory of Board of Trade departments and their work | 27 May 1966 |
| ECGD local offices | 4 Mar. 1966 |
| Official Receivers' offices | 5 Nov. 1965 |
| United States consular offices in the UK | This week |

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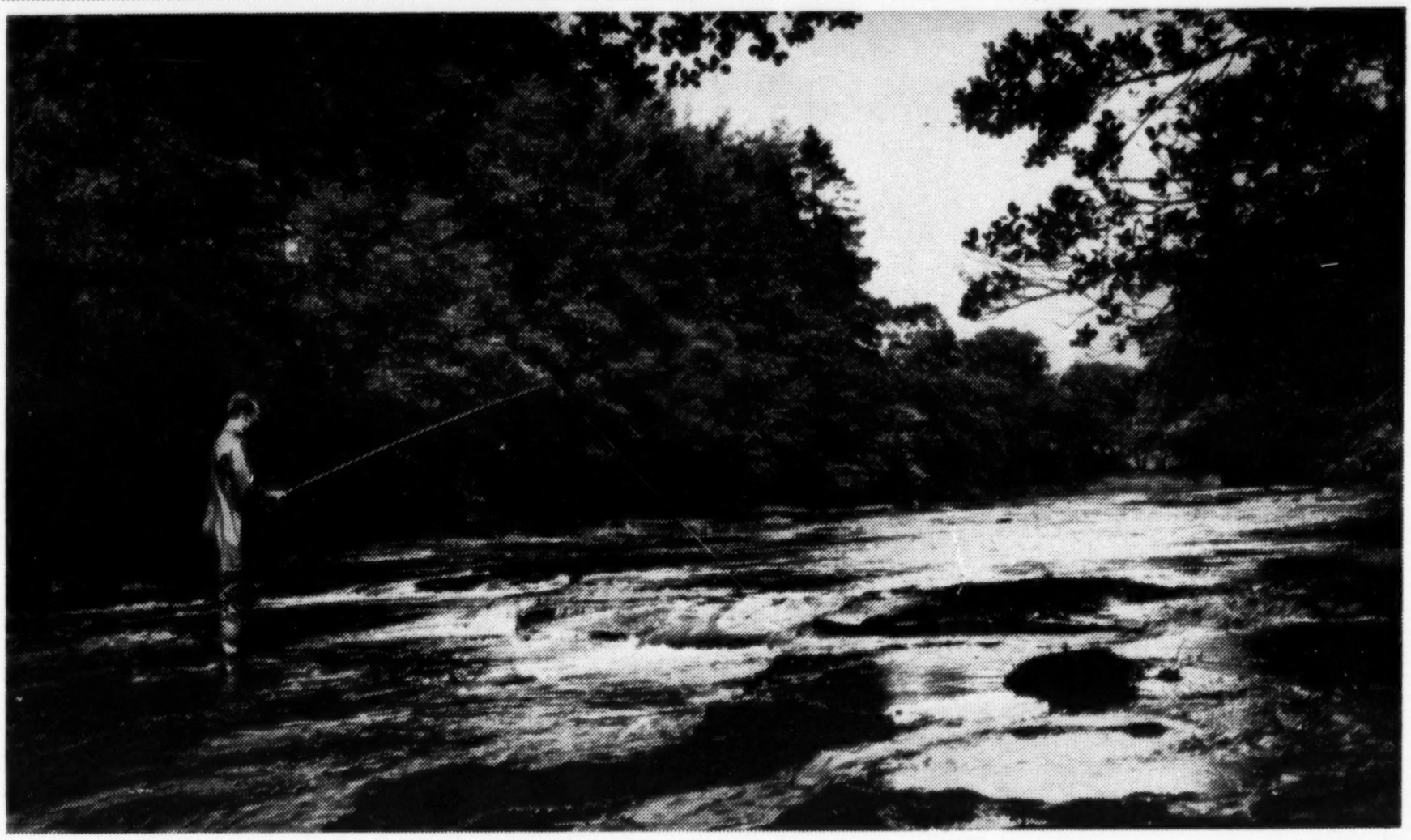

can you take
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for fishing
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?

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The North East offers much more than just excellent communications. There is plenty of space for all kinds of new industry – and both fully serviced sites and ready-made factories are available. Generous financial assistance can be obtained towards the cost of factory buildings, plant and machinery. And a hardworking, adaptable labour force is ready to serve new firms.

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